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Vol. II.

No. 6.



# PHONOGRAPH

A MONTHLY MAGAZINE

DEVOTED TO

THE SCIENCE OF SOUND ..

AND

.. RECORDING OF SPEECH.

PUBLISHED BY

THE NATIONAL PHONOGRAPH PUB. CO., L'D.  
WORLD BUILDING, NEW YORK.

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## BULLETIN No. 1.

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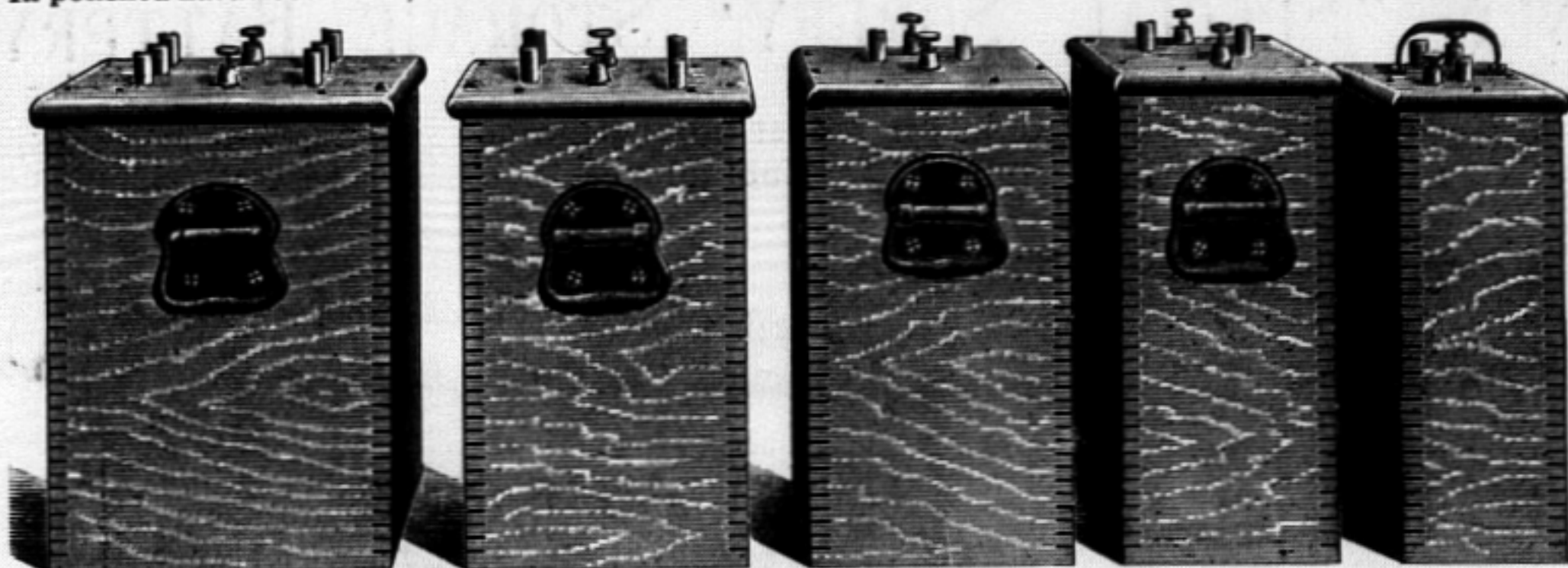
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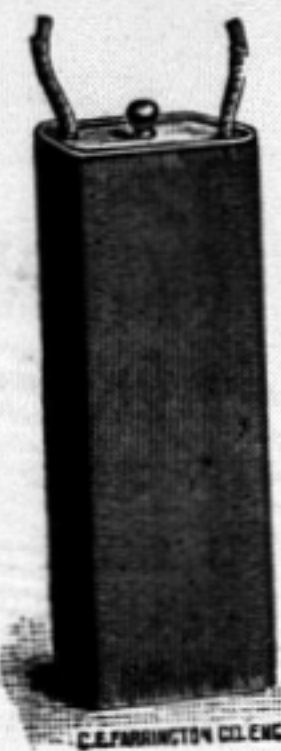
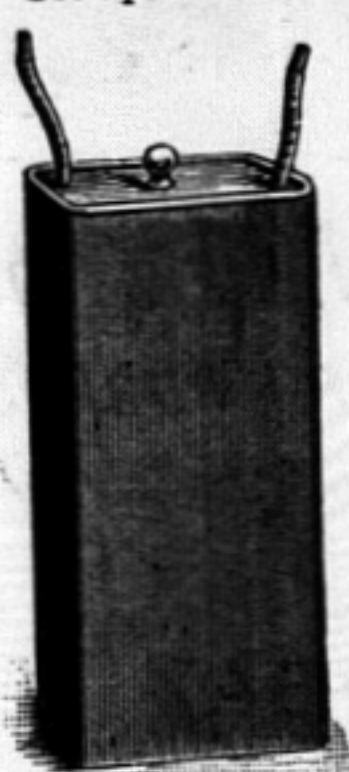
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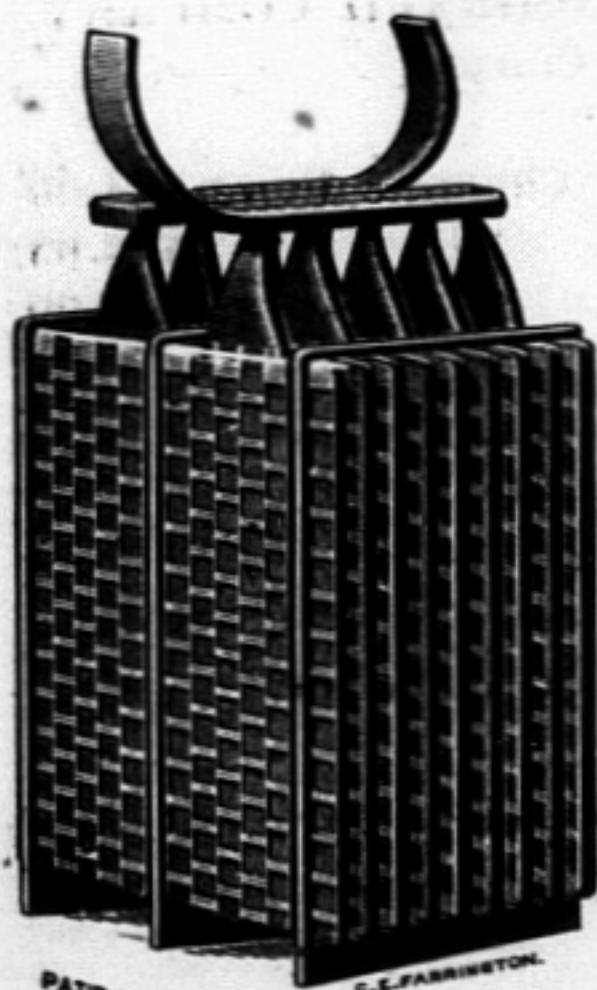
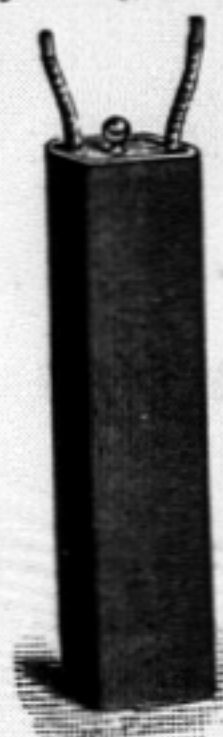
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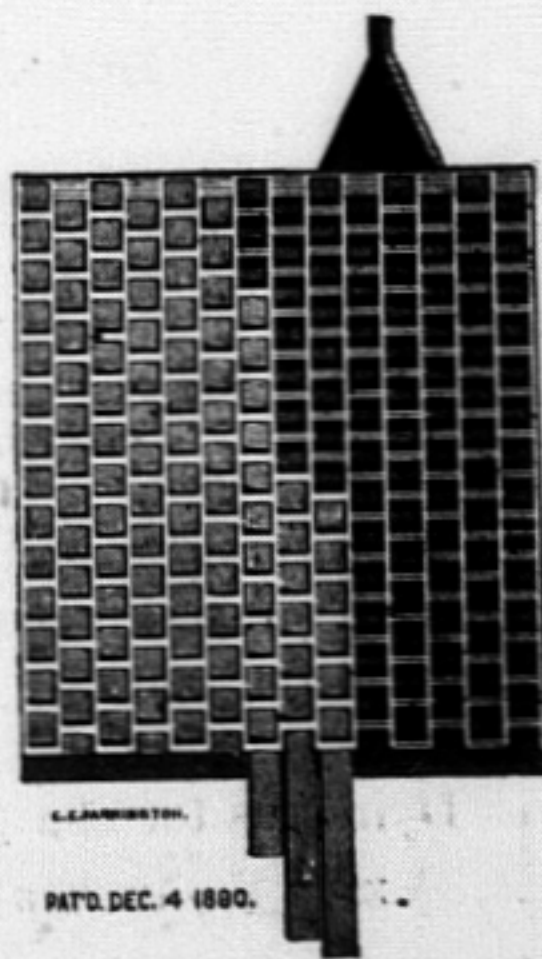
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In use by nearly all the leading Phonograph Companies in the country.

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With all the Latest Improvements,  
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IN USE BY

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No. 4 Cell	will run a Phonograph from 120 to 150 Hours on a Single Charge.	Price \$14.00
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**Based on a discharge of Three Amperes, a Phonograph  
 in good order takes Two and One-Half Amperes.**

We guarantee our Phonograph Cell to have a greater capacity per pound of element ;  
 to have a greater capacity in proportion to its bulk, and to outlast any other storage  
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Dynamos for charging one or two cells in series of 15 amperes rate : price \$35.00,  
 size 8½ x 7½ x 9 inches high, weight 40 lbs.



# THE PHONOGRAM.

THE OFFICIAL ORGAN OF THE PHONOGRAPH COMPANIES OF THE UNITED STATES.

VOL. 2.

JUNE, 1892.

No. 6.

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**Phonographs and Graphophones Rented for Business Purposes, for Family Use, and for Exhibitions.**

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**"SHORTHAND"** is a pamphlet of information, by the editor of *Browne's Phonographic Weekly*, that tells how to learn the art in the shortest time. Sent free by addressing **D. L. SCOTT-BROWNE, 251 West Fourteenth Street, New York.**



# U. S. MARINE BAND.

**"Peerless and Unrivaled on the American Continent."—P. S. Gilmore.**

You want the **BEST RECORDS.** Ours are known everywhere as **THE HIGHEST GRADE RECORDS EVER MADE FOR THE PHONOGRAPH.**

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**JOHN Y. ATLEE'S SONGS,** with whistling chorus. An instantaneous success and in great demand.

**We sell more records than all other dealers combined, because users of the phonograph long since discovered that our records are the**

## BEST IN THE WORLD.

We absolutely guarantee satisfaction as to selection and records. If you do not like what you get you may return it for exchange, provided you do so in good order immediately on receipt, and at your own expense.

Send for new Catalogue, embracing about two hundred Marine Band selections; also, Orchestra, Vocal and Piano, Vocal and Orchestra, Cornet and Piano, Clarinet and Piano, Humorous Recitations, Shakesperean Recitations, the Brady and Casey Series.

**COLUMBIA PHONOGRAPH COMPANY,**

627 E Street, Washington, D. C.





A MAGAZINE devoted to all interests connected with the recording of sound, the reproduction and preservation of speech, the Telephone, the Typewriter, and the progress of Electricity.

## PUBLISHED MONTHLY.

### TERMS:

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SINGLE NUMBERS. . . . . .10

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**V. H. McRAE, Manager,**

**Pulitzer Building, Room 87. NEW YORK.**

## ADVERTISEMENTS.

THE PHONOGRAM, having special facilities in its circulation through the vast commercial system occupied by the Phonograph, Telephone, and other Electrical Devices, presents an exceptionally valuable advertising medium. The rates are reasonable and will be furnished on application.

## CORRESPONDENCE

relating to the Phonograph, Typewriter, or Electricity, in any of their practical applications, is cordially invited, and the coöperation of all electrical thinkers and workers earnestly desired. Clear, concise, well-written articles are especially welcome; and communications, views, news items, local newspaper clippings, or any information likely to interest electricians, will be thankfully received and cheerfully acknowledged.

## The Consolidation of Phonograph Interests.

The Third Annual Meeting of the National Phonograph Association was held in Chicago on June 18th.

The report of the president, Mr. A. W. Clancy, which is given in full on another page, is a concise and interesting account of all notable events in the history of the organization from its inception up to the present time.

He said that two years ago the delegates met in Chicago, all buoyant with hope, because the enterprise had secured popular favor and they believed their money to be well invested. He stated the various subjects it would be necessary

for the delegates to consider; the first being as to the manufacture of two different models of the machine. The next, as to the relations of the parent and the sub-companies and the rights and powers of each in their respective spheres; and following this, the question of the most advisable battery.

Mr. Clancy recommended that the companies should unite under one general head. Each company should retain its name, but they should operate under one management, sell only one sort of machine and that the latest and best, use but one battery, but one cylinder, and have but one price for the machine.

After consideration of these recommendations and due discussion, the convention adopted the following resolutions:

"That this convention favors the consolidation of the entire business interests of the parent and sub companies.

"It favors the plan whereby the sub-companies shall be managed by the North American Company, and shall receive a percentage of the price received by the North American Company for all machines and supplies sold, and to be used in each territory.

"It favors the appointment of a committee to continue negotiations with the representatives of the North American Company and Mr. Edison, to formulate in detail a scheme in accordance with the foregoing resolutions."

With regard to THE PHONOGRAM, the president said:

"Permit me to refer to THE PHONOGRAM, a paper managed and edited by V. H. McRae, which I consider entitled to our highest commendation and praise, for the assistance it has rendered both in advertising, and in various ways promoting the interests of the sub-companies.



Last year the editorial responsibilities were shared by several members of the Phonograph Association, but the editor has shown so much ability in its management, that we believe the same good judgment will suffice to enable it to conduct its business as 'official organ of all the phonograph companies' without aid from others."

This recommendation was unanimously adopted by the convention, and THE PHONOGRAM was again declared the official organ of the phonograph companies.

### Our Acknowledgments.

With the present issue of THE PHONOGRAM, in the first month of the Summer of 1892, the business year of the National Phonograph Association commences, as indicated by the annual meeting recently held in the city of Chicago, where many questions of vital importance to the companies were acted upon.

In due sequence the relations of the National Phonograph Association to THE PHONOGRAM came to be considered. At this point our pen refuses to proceed until we record our sincere acknowledgments to the members of the Association for their indorsement of our humble efforts to make this periodical a faithful exponent of their important scheme for offering to the public the valuable instrument by whose aid the business methods of the world are being revolutionized.

The immediate and unanimous acquiescence on the part of the delegates to support THE PHONOGRAM constitutes a cogent argument in favor of the admirable machine whose cause it advocates. The National Phonograph Association may rest assured that their patronage is not bestowed on an indifferent agent.

With a view to extending the influence of this journal, new ideas have been conceived and plans formulated to increase its circulation, and at the same time afford its readers a larger amount of information, instruction and amusement. We believe that our unpretending and modest labors have by their simple earnestness aroused a sentiment of interest which opposite methods would have failed to evoke.

Under all circumstances, our motto for the future will continue to be what it has been in the past—ONWARD.

The offer made by the Bradbury-Stone Storage Battery Co., of Lowell, to send out to any phonograph company a sample of their work, establishes confidence at once. The sample is invoiced to be returned if not satisfactory.

### A New Departure to be Commended.

We refer with pleasure to the progress and success attained by the Missouri Phonograph Company, whose headquarters is at St. Louis. Reports from this company, found on another page, give evidence of a wide-awake and pushing spirit which certainly speaks well for the promoters. The method adopted by it of leasing out territory in *county rights* for the operating of an automatic phonograph has its advantages. It brings in a *guaranteed* revenue to the company without expenditure of money or labor, and the lessee, whose interest it is to equip himself with a variety of excellent music and keep his phonograph in complete working order at all times, receives the profits and encomiums of an amused and generous public.

A novelty that should be adopted in all large towns where quick facilities for getting through business is a desideratum, is the *Transcribing Bureau* introduced by the Missouri Co. And this scheme calls for more than a mere statement of the fact.

The placing of phonographs in central places, like reading-rooms of hotels, libraries and business offices, is one that is in every way commendable. A busy man, either resident or stranger, who can stop at a hotel reading-room, talk off a letter and receive same neatly written out in an hour or so, will certainly bless the advent of the instrumentality which lightens his labors. We predict that the public will avail itself of the benefits thus offered.

We would also commend this novel and useful method to all enterprising phonograph people in the cities of Boston, New York, Chicago, New Orleans, Memphis, Atlanta, Denver, Omaha and San Francisco. We have no doubt that a remunerative business could soon be established in these marts, whereby the phonograph will render inestimable service to the public.

### Repetition a Necessity.

It may be irksome to many readers of THE PHONOGRAM to encounter the oft-recurring directions on standard formula with regard to the phonograph staring them in the face at each re-appearance of this magazine. But when they reflect that it is one of the necessary accompaniments or guides to knowledge of the machine, which is the forerunner of an inclination to acquire and use it, sober second thought will come to their rescue, and they will arrive at the con-



clusion that the success of the phonograph as a commercial commodity depends upon its being thoroughly understood.

Advanced institutions of commercial learning reiterate the advantages of the employment of this machine, and enumerate the reasons therefor. Persons seeking information are told that—

1st. Two weeks' instruction on the phonograph will fit anyone for a position if he already understands the typewriter.

2d. That the phonograph never makes a mistake, while stenographers do.

3d. That the inflection of voice produced by it aid the writer to catch the meaning of what is recorded and to punctuate correctly.

4th. There is no stopping to spell out proper names when this instrument is used.

5th. It takes from six months to two years' practice to learn shorthand, and then you can only earn a beginner's salary.

6th. Do not be deceived as to expenses. Each phonograph cylinder will receive from six to twelve good-sized letters, and can be used from twenty-five to thirty times, so that its actual cost is not more than stenographer's note-books and pencils. Remember also what stenographic authorities admit as to the demands made on students in learning this recondite art. One of their special magazines informs us that "thousands of outlines have to be memorized, so that to be successful one must have a good sense of form, size and weight."

### An Especial Dynamo Invented for the Phonograph.

The Eastern Electric Light and Storage Battery Co., of Lowell, Mass., have recently constructed a dynamo especially for phonograph purposes, and we predict large sales for same.

These dynamos are built in the best possible manner, with self-oiling bearings and every improvement known to the modern dynamo constructor. They are so small that they can readily be carried in a satchel, and their utility lies in the fact, that by attaching one by a simple cord to any power in the vicinity, such as mill run by steam, water, etc., it will charge one or two cells in series at fifteen amperes rate. Two cells in series can be charged over night at one hundred and fifty ampere hours. The cost of power would be trifling.

This dynamo will be a boon for phonograph men who are traveling through the country, and are wholly dependent on charging from primary batteries or on electric light stations.

The Eastern Electric Light and Storage Battery Co. are also furnishing cells with a gelatinous electrolyte instead of the ordinary liquid. This is done to prevent the evils now existing from bad handling by express companies, such as slopping over, etc. These cells are furnished at slight additional cost. It is well known that the efficiency of a gelatinous electrolyte is not quite so great as the liquid, but this loss, which is about six per cent, is more than overbalanced by the duration and safety of the cell in transportation.

In our next issue we will give valuable yet simple instructions for charging storage batteries for the phonograph, in order to reach those persons who are not familiar with this special work.

### Hospitality to the Association.

The Chicago Central and the State Phonograph Company of Illinois deserve the thanks of the members of the National Phonograph Association for their cordial and hospitable entertainment.

Everything possible was done for the comfort and pleasure of delegates, including an enjoyable visit to the Fair Grounds, where a full view of the great buildings in process of construction was obtained.

The feature of the Convention attracting the greatest public attention was the method of reporting. Mr. Wm. Herbert Smith, for the third time, made a verbatim report of the proceedings of the meetings, in a low tone, into the phonograph.

These cylinders were forwarded by express to Washington and will be immediately transcribed and furnished to the printer without the intervention of shorthand.

This unique method of reporting was adopted by a Washington journalist, who at once made arrangements to use several phonographs to take the proceedings of the Democratic Convention.

Phil McElhone, one of the bright stenographers of the country, who had several years of training on the floor of the House of Representatives, is at the St. James. Lately he told a *Recorder* reporter that the phonograph had almost entirely done away with the amanuensis system which had prevailed in Congress for forty or fifty years. The reporters of debates now read their notes into the little funnels of phonographs, and the pretty typewriters run them off on their machines without the intervention, of course, of stenographic notes.





## THIRD ANNUAL CONVENTION OF PHONOGRAPH COMPANIES.



THE Third Annual Convention of the Phonograph Companies of the United States was held in Parlor No. 23 of the Leland Hotel, Chicago, on June 13th, 14th and 15th.

The following is a list of the delegates present :

Columbia Phonograph Co., Washington, D. C. : E. D. Easton, president ; W. H. Smith, vice-president ; R. F. Cromelin, secretary.

Chicago Central Phonograph Co., Chicago : Charles Dickinson, director ; W. S. Gray, manager.

Georgia Phonograph Co., Atlanta : F. Wohlgemuth, manager.

Iowa Phonograph Co., Sioux City : E. A. Benson, vice-president ; E. P. Stone, treasurer.

Kansas Phonograph Co., Topeka : G. E. Tewksbury, vice-president.

Kentucky Phonograph Co., Louisville : G. W. Seymour, general manager.

Missouri Phonograph Co., St. Louis : A. W. Clancy, president ; J. W. Moore, secretary ; J. C. Wood, general manager.

Minnesota Phonograph Co., Minneapolis : C. H. Chadbourne, general manager.

Montana Phonograph Co., Helena, Montana : George B. Hoyt, director.

New England Phonograph Co., Boston :

A. N. Sampson, general manager.

Nebraska Phonograph Co., Omaha : H. E. Cary, vice-president.

New Jersey Phonograph Co., Newark : V. H. Emerson, general manager.

Ohio Phonograph Co., Cincinnati : J. L. Andem, president and general manager.

State Phonograph Co. of Illinois, Chicago : Granger Farwell, president ; George A. McClellan, secretary and treasurer.

Louisiana Phonograph Co., New Orleans : Thomas Conyngton, director.

Texas Phonograph Co., Galveston : Thomas Conyngton, general manager.

West Pennsylvania Phonograph Co., Pittsburgh : G. B. Motheral, president.

North American Phonograph Co., New York : Thomas R. Lombard, vice-president ; A. O. Tate, director ; Thomas Butler, treasurer.

Edison Phonograph Works, Orange, N. J. : A. O. Tate, secretary.

Edison Manufacturing Company : A. O. Tate, general manager.

Automatic Phonograph Exhibition Co., New York : Thomas Butler, secretary and treasurer.

New York Phonograph, represented by A. W. Clancy.

Michigan Phonograph Co. : Charles M. Swift, treasurer ; E. Benson, manager.

Wisconsin Phonograph Co. : H. D. Goodwin, secretary.

The president, Maj. A. W. Clancy,



presented his annual report, which was in part as follows :

Two years ago we met in this city and organized for the first time in the world an association devoted to the interests of the talking machine. We found at that time that our money had been invested in a popular enterprise, but also that difficulties had been encountered in all branches of the work. Each delegate had complaints to make, and all suggested remedies. The question at that time, whether machines should be sold or rented, was seriously discussed.

The presentation of two machines to the public, the phonograph and graphophone, was considered undesirable, and the North American Phonograph Co. was requested to consolidate the entire interests, and in that way give us the best possible machine.

Later the graphophone was withdrawn from the market, the phonograph improved, and again business started with new interest. At that time another interest, known as the nickel-in-the-slot machine, developed, and while it has been a profitable resource to many of the companies, it is a serious question to-day whether it helps the business in a general way or not.

You will remember the various discussions on the question of power, and how many devices have been presented that would simplify the operating of the phonograph for all practical purposes. We hope at this meeting the chairman of the Committee on Batteries will be able to give us an encouraging report along this line.

One year ago the convention assembled in New York City, and at that time the special subject of discussion was, "What are our rights as sub-companies under the contract with the North American Phonograph Co.?"

You will remember the efforts made to

try to come to some mutual understanding at that meeting, and that we adjourned leaving special power with a special Executive Committee, who should investigate and report at the earliest possible opportunity. Without bringing into this address the various trials which the special committee have encountered, let us await their report, which will be fully explained to the members of the association.

We are of the belief that in the future there is but one way to successfully carry on the phonograph business, and that is by unification and consolidation of all the various sub-companies of the United States under one general head, to be operated under one management; to have one machine, and that the latest and best; to use but one battery; to use but one nickel-in-the-slot (if such is to be used at all); to have one cylinder; to have a system of sales and no rentals, and one price for the machine at certain points designated in all parts of the United States. We would therefore recommend that all of these interests be allowed to come before this association, and make such open, frank and clear statements as may appear best to them, and that we have a free discussion without personalities.

It is the hope of your presiding officer that before you adjourn this session you will come to some equitable basis by which all, from the Edison Phonograph Works to the individual operator of the machine, will be greatly benefited.

Permit me to refer to THE PHONOGRAM, a paper managed and edited by V. H. McRae, and which, as I believe, deserves our highest commendation and praise for the help that this organ has been in advertising the various interests of the sub-companies. This paper, without any question from each and every one of the sub-companies, should have a larger circulation and a larger patronage. While we



have had an Editing Committee for the last year, appointed by this association, we at this time recommend that, as the editor has shown ability to manage THE PHONOGRAM in the interests of the talking machine, such committee be discontinued and THE PHONOGRAM be allowed to be managed by the editor as the official organ of this company, in such way as the editor's best judgment shall dictate.

Officers were elected for the ensuing year as follows:

*President*, A. W. Clancy, of Missouri (re-elected).

*Vice-President*, E. P. Stone, of Iowa.

*Secretary*, W. S. Gray, of Chicago.

*Treasurer*, James L. Andem (re-elected).

The recommendation of the president relative to THE PHONOGRAM was unanimously adopted by the association, and THE PHONOGRAM was again declared the official organ of the companies.

The president appointed the following as the Executive Committee for the ensuing year:

H. D. Goodwin, of Wisconsin; A. N. Sampson, of New England; Thomas Conyngton, of Texas; Charles Dickinson, of Chicago, and J. C. Wood, of Missouri.

The following resolution was unanimously adopted:

*Resolved*, That this convention favors the unifying of the phonograph business and the consolidating of the entire interests of the parent and sub-companies.

It favors the plan whereby the local territories shall be managed by the North American Company from a central point, and an unrestricted sale of machines; the business to be pushed to the utmost, and sales encouraged by liberal advertising and [generous commissions; each sub-company to receive upon all machines and supplies sold in, or to be used in its territory, a fair proportion or percentage of the price received by the North American Company.

*Resolved*, further, That the chair ap-

point a committee of five members of this convention to continue negotiations with the representatives of the North American Company and Mr. Edison, and to formulate in detail a scheme in accordance with the foregoing resolution, and to report the same, with their recommendations thereon, to the several companies here represented.

The following were appointed as a committee to carry out the object of the resolutions:

C. M. Swift, of Michigan; Granger Farwell, of Illinois; E. A. Benson, of Iowa; A. W. Clancy, of Missouri, and Charles E. Powers, of New England.

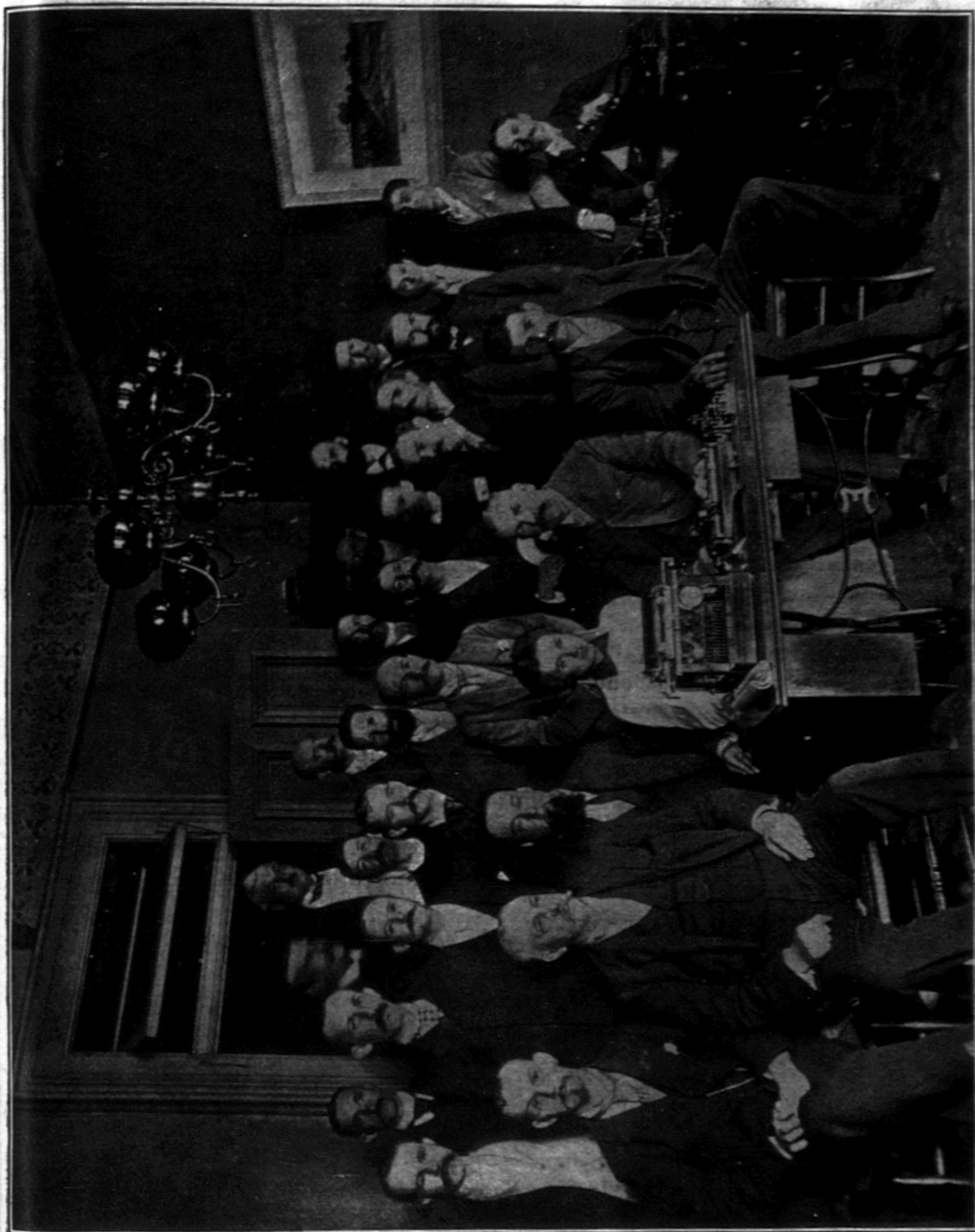
It was unanimously resolved to hold the next session of the association in Chicago during the World's Fair.

The entertainment of the delegates by the Chicago Central and Illinois State Phonograph Companies was hospitable and cordial in the extreme. Everything possible for their comfort and pleasure was provided, including an enjoyable visit to the Fair grounds and full view of the great buildings in process of erection.

The feature of the convention which attracted the greatest public attention was the method of reporting. Mr. William Herbert Smith, for the third time, made a verbatim record of the proceedings by repeating in a low tone into phonographs all that was said by the speakers. The cylinders were forwarded by express to Washington, and will be immediately transcribed and furnished to the printer without the intervention of shorthand.

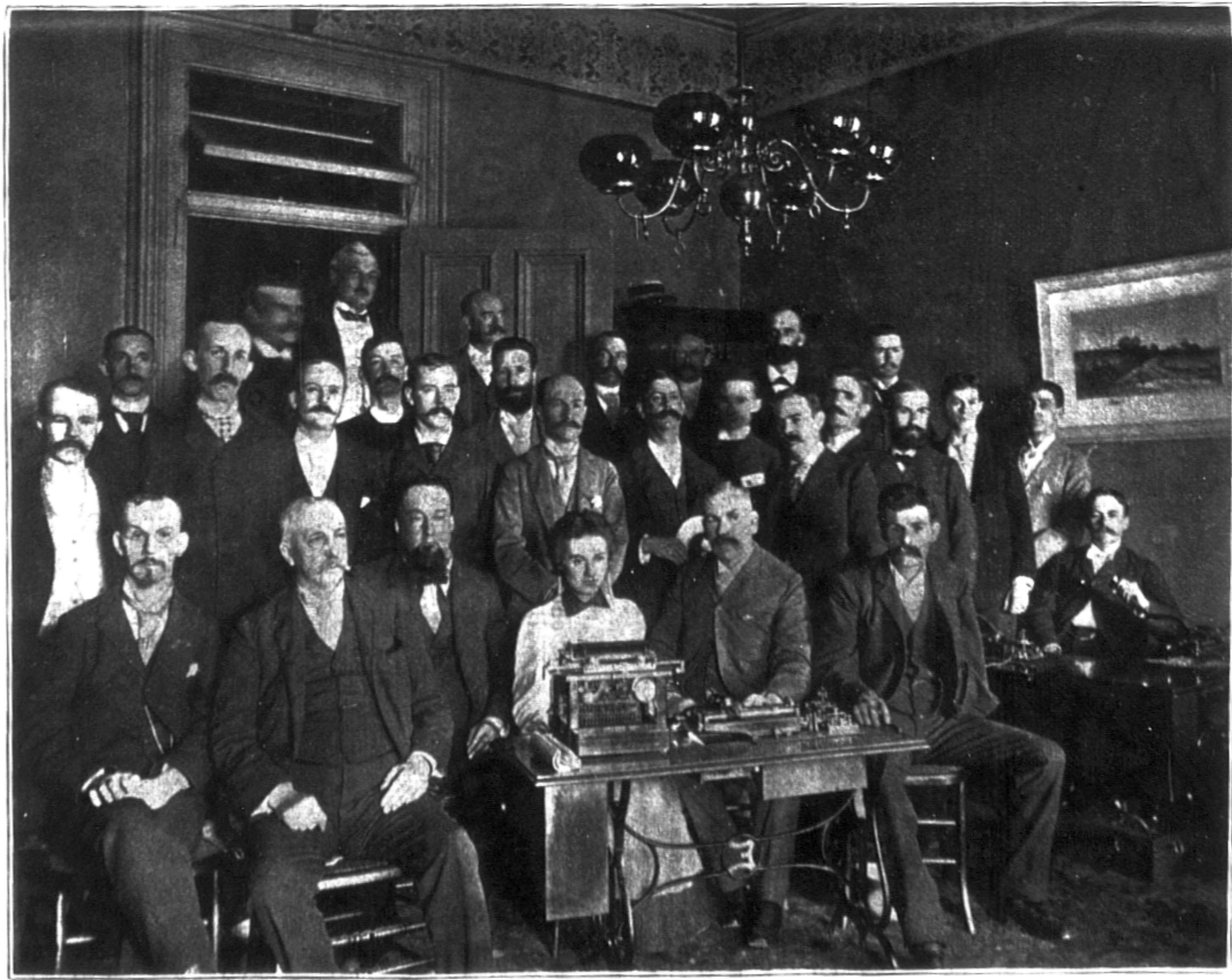
All of the sessions were full of interest. The convention adjourned with the feeling on the part of every delegate that he had been decidedly benefited, and the determination to return with renewed vigor to the work of educating the public in the use of the phonograph, the greatest of all modern inventions.





Phonograph Convention.







## THE PHONOGRAPH REPRODUCES A LIVING PANORAMA.



IN a summer's sojourn at Saratoga many novel and diverting incidents are encountered, especially if a phonograph happens to be placed on exhibition where a "looker-on" can conveniently observe the effect its action produces on persons who see and listen to it for the first time.

As the writer's experiences in this line embrace a variety of amusing occurrences and a number of striking scenes, they are here reproduced for the benefit of the readers of THE PHONOGRAM who have not enjoyed the mirth-provoking sensation.

At a watering place like Saratoga the opportunity is offered of beholding a thousand differing models of countenances. Oh that I could fairly and fully wield the pencil of a Hogarth to depict them. But the obliging friend who used his Kodak for me on that occasion will convey a good idea of detached groups as they successively appeared and confronted "the funny machine" (for that is the latest title conferred on the instrument by the multitude), and these presented consecutively will furnish a panorama in black and white.

The early hours of morning bring, of course, the rural citizen, his wife and children; and the look of stolid doubt and unbelief in the powers of the instrument, which first appears on the faces of the seniors, giving way to a smile and ending in a broad grin, is reflected finally on the whole group and stands to it in the same relation which the shadows hold to

the lights in a scene combining mountain and valley.

These having passed on, the numbers increase, and round-faced, bewhiskered money-bags jogs along, accompanied by his frau. The wag of a showman is giving something very humorous, and the wife catches on to the spirit of the piece, contorting her face, imprinting upon it a fixed smile, and imparting a sort of convulsive movement to her fat shoulders, that evokes unconcealed laughter in the witnesses. Paterfamilias is likewise condescending to be amused, and the varied expressions passing over his phiz as he listens are a comedy of themselves.

Then a bevy of youthful maidens take their turn at the phonograph, and their



merry eyes twinkle and their rosy lips part to disclose rows of pearls, and their round cheeks glow with crimson as they take in all the points presented to them by Mr. Magician Phonograph. Following



these comes Mr. Verdant Green and his chum from the interior; the first inquires, "Say, Mister, ken this here machine tell my fortune?" To which the showman, ever ready for a nimble penny, replies, "Yes, certainly; just make out a list of questions you wish the phonograph to answer, and by to-morrow morning he will have them all ready for you." His com-



panion wishes to be informed if the machine would talk Dutch and Choctaw.

Next appears the superior young gentleman from Belgravia, who explains the musical capacity of the instrument to his very fair companion, whereupon the gallant gentleman who dispenses the entertainment puts on a cylinder which repeats "Oh, happy days," and "If I were you," at which the lady's delight is apparent. Then the deaf old lady walks up and asks if her ear trumpet cannot be used instead of the requisite tubes, and a concession on the usual price thus be obtained.

Many visitors really believe the phonograph runs by steam; others think a man

is concealed in the cabinet, and not a few apprehend that touching the tubes will result in an electric shock.

The poet, Oliver Wendell Holmes, must have been much impressed by the effect of this wonderful instrument on a crowd, ere he penned the telling metaphor in the lines:

"Etching out a smile,  
On a copper-plate of faces that would reach  
around a mile."

Time would fail any one who would undertake to record all the odd fancies conjured up by this unique apparatus in the brain of the ordinary visitor. So few in a crowd are acquainted with the possibilities of mechanism and its automatic powers, that they insensibly incline to the opinion that there is something rather un-



danny in it, a species of sorcery, as it were. It will probably take a generation to learn that it is invented solely by the wit of a genius.

The announcement of the fact that the Missouri and Western Pennsylvania Companies are now selling phonographs, came too late for insertion in the complete list which appears on page x.



### **A Phonograph Speaking Seventeen Languages.**

A gentleman passing along the street heard a girlish voice say, "Come in." Looking around, he saw no one, yet the voice repeated "Come in and sit down." He entered the house, but saw only a dozen ordinary looking machines, resting on tables against the wall, to one of which, near a window, was attached a big brass funnel or horn. To the gentleman's amusement, there came from the funnel these words in the same girlish voice, "Just wait a moment and I'll call my master." A series of ejaculations and noises then issued from the machine, which attracted the attention of a young man in an adjoining room. He came in, pressed a button, and the noises ceased.

The gentleman inquired if these were American phonographs, and if they spoke only English, to which the young man replied, "Oh, no, I have several instruments that are accomplished linguists. The gentleman was incredulous, and said so, whereupon the young man took from a box a cylinder of light-colored wax about three inches long and an inch and a half wide.

He slipped it on the spindle of the phonograph and it began to spin swiftly. Then he dropped the reproducing needle on the cylinder, attached a brass funnel, and the phonograph began to speak very voluble French. In half a minute it paused, and then proceeded to converse fluently in the best Hanoverian German. After showing its ability in those tongues, it spoke a few words in Spanish and Italian, and concluded with a funny story in Russian.

A practical method of dealing with the phonograph in this direction would be to have it portable, so that travelers could avail themselves of its conversational powers to give their orders at hotels and restaurants, or to cab drivers, when they

are sojourning in lands where their own language is not spoken, the cylinders being suitably arranged beforehand. Bargains made in this way and recorded would be perfectly valid.

### **A Phonograph Brings Over \$1,200.**

The event of the Columbia Typographical Union Fair, held in Washington, D.C., in May, and opened by President Harrison, was the contest between two newspaper men for an Edison phonograph. This contest netted more than any other one feature of the fair, the cash result being \$1,243.35. The phonograph was furnished by the Columbia Phonograph Company.

### **Chimes to Ring Electrically.**

Mr. G. F. Atwood, of Orange, N. J., has devised a simple plan to ring chimes by electricity. He has attached electrical wires to the various bells which ring the chimes. The other end of the wires are attached to a key-board similar to that of an organ or piano. The player sits quietly down to the key-board, which is fixed near the church organ, and plays the air to be rung out by the chimes. Each touch upon the keys completes the current which acts on the bells, and up in the church tower they ring the air the organist plays upon the keys, a hundred feet away. A phonograph is attached, which enables the player to hear the bells playing, so that he can give such expression as he wishes to the music.

### **The Phonograph a Success in Business.**

The following letter, sent to us by Mr. Henry F. Gilg, manager of the Western Pennsylvania Phonograph Company, is a strong testimonial, showing the favor in which the phonograph is growing with the practical and wide-awake business women



of the day. Those who have once used it are never afterwards willing to relinquish its assistance :

NEW YORK, May, 1892.

Having read in your August number of the *Phonographic World* "The Phonograph in Business," I am constrained to say "Amen" to every word in the article. From experience I know that the machine is not a failure, having used it in office work myself. I was employed in a real estate office, the manager of which was a very busy man. He dictated all his letters to the machine, and I took them off on the typewriter. Arriving at the office in the morning ahead of me, he dictated the letters of that day to the machine and returned no more till the following day. When there was much noise in the office I used the ear tubes, but I preferred and generally used the horn.

Not long since I had occasion to seek employment in another city, and failed to obtain it because I was not a stenographer. At every place where I presented myself as a typewriter, the question, "Are you a stenographer?" was asked; upon which I related my experience with the typewriter in connection with the phonograph, and at every place they told me the machine had proved a failure in that city. I knew all the time that the failure lay with the dictator, and not with the machine.

There is something peculiarly attractive about the phonograph, and I consider it the most wonderful invention of the age. I trust the time is not far distant when it will take the high stand it deserves.

MISS EFFIE ELLIS.

#### A Transcribing Bureau.

On the 1st of January the Missouri Phonograph Company's rights and franchises in the State of Missouri and in Indian Territory were leased to the St. Louis Phonograph Company. The latter company

has since then pushed the business vigorously, and has succeeded in placing many new machines. Its method is to sell exclusive county rights, the price paid for such right including the payment for the use of one exhibition outfit with or without nickel-in-the-slot case. It now holds two hundred and six phonographs under rental from the parent company, and it has sold out all of Indian Territory and forty-eight counties in the State of Missouri. It reserves the city of St. Louis for itself, and has placed slot machines in most of the best public resorts. It has also procured space at the annual Exposition, which opens in September, and will have a fine business display and forty slot cases. The St. Louis slot cases are a gratifying source of revenue. The public interest in them is maintained by daily changes of music. The collections are made weekly.

Letters from lessees of county rights indicate a steady public interest in the phonograph throughout the State of Missouri and Indian Territory. Messrs. Geyer & Co., of Lexington, Mo., write that one of their machines brought them a gross income of \$800 during the last six months. They manage it well, however, keeping a good supply of music and advertising their machines liberally and judiciously. Mr. W. H. Sparks, of Oregon, Mo., writes that he considers his purchase of Territory for the phonograph the best investment he ever made.

The Missouri Company is not using the "Wright action," but an action invented and manufactured by Mr. V. N. Ayres, of St. Louis, and which has given entire satisfaction. This company does not use any primary batteries. Until recently it used the Illinois Anglo-American storage battery, but the latter having quit operations and being now merged into the American Storage Battery Company, the Missouri Company concluded to try the



Bradbury Stone storage battery and also the Eastern Electric Light storage battery, both of Lowell, Mass., and these have given excellent results.

This Company has placed a considerable number of business machines lately in and out of St. Louis, and is about to establish a "transcribing bureau," the purpose of which is to place machines in business offices to receive dictations of correspondents, etc., the records to be collected at stated hours daily, transcribed on the typewriter at the Central Office, and the letters to be returned to the writers ready for the mail. The business machines now out are giving entire satisfaction.

#### **The Prize of the Society of Arts for Mr. Edison.**

We learn that the prize of the Society of Arts has been awarded to Mr. Thomas Edison. This prize was founded in memory of the Prince Consort, and among those who have received it are Faraday, De Lesseps and others of like fame. The English are always generous with regard to these matters and appreciative of the attainments of foreigners.

The *Phonographic Magazine* for March contains an excellent picture of Mr. Theodore F. Shuey, the well-known and distinguished Senate reporter of debates. The following extract will be of special interest to readers of the PHONOGRAM:

"As a specimen of the work that a Congressional reporter of debates in the Senate is required to do, we select a single turn of one hour and forty-eight minutes taken by Mr. Shuey in a session of the Senate of four and one-half hours. The date was February 2, 1892, and the debate was on the Public Printing bill. This turn made seventeen and one-half columns of the Congressional Record, or 18,112 words. *It was dictated into the phonograph in one hour and forty minutes, making twenty-two cylinders, eighteen of which had been transcribed by typewriter when the end of that dictation was reached.*"

#### **Letters of Introduction to African Chiefs Will Be Dictated to the Phonograph and Presented by Professor Garner.**

In preparing for the long and lonely journey which Professor Garner intends making through Africa in the interest of science and to obviate many of the dangers and difficulties experienced by others, he has provided himself with phonograms which contain letters of introduction to savage tribes whose ears may be closed to entreaty and whose hearts may be hardened against all friendly approach, but who may be impressed by these novel messengers. He has a message on a phonograph cylinder from Mr. E. J. Glave, who spent three years at the village of Lukolea, about 500 miles from the mouth of the Congo and about one degree south of the equator. Mr. Glave was then with the Stanley expeditions, and he explored the surrounding country and had an extensive acquaintance among the tribes who occupy the central parts of the Congo State. The message which Mr. Garner will carry to the chief of one of these tribes is recorded on the phonograph cylinder, and was dictated by Mr. Glave in the Ki-Congo language, which is the vernacular of those people. It is addressed to Iuka, the Chief, but it includes many other men in the tribe who are his warm friends. The message commends Professor Garner to the love and confidence of the Chief of the people, and assures them that none of the wonders which he will perform will harm them.

Mr. Paul Du Chaillu has also kindly consented to dictate a cylinder addressed to a similar Chief of the Osheba people. Several years ago he had many friends among those savage tribes, and some of them are doubtless living yet and may recall him. Of those who are living, a few may regard it as a message from the Spirit land, and it will appeal to their supersti-



tion and command their surprise and reverence.

It is also possible that Mr. Henry M. Stanley will dictate some messages to the Chiefs of the Upper Congo basin.

These friendly messages, brought by a stranger and delivered in the voice of a friend, will doubtless impress them still more than ever with the great power of the white man, whom they believe to be able to do all things.

We may picture to ourselves the awful surprise of those wild people when a phonograph is caused to speak the words of their own vernacular.

### The Georgia Phonograph Company Abreast of the Times.

Atlanta has always been voted one of the most progressive cities of the "New South," therefore when the Georgia Phonograph Company made its headquarters within its gates, they felt that its wide-awake and pleasure-seeking citizens would fully appreciate the advantages conferred by the phonograph.

The business of this company has been excellent under the management of Mr. Louis A. Robert, who has had sole control of its affairs since December, 1891. Under his care and skill the company has been placed on a sound financial basis, and its record is as good as any phonograph company in the country.

### The Phonograph in Baltimore.

The progress of the phonograph in Baltimore has not been so rapid as in Washington, but has been no less certain. The Baltimore office of the Columbia Phonograph Co. was run from Washington during the first two years of the work. The first agent who resided in Baltimore was Mrs. N. R. Barnes. She was succeeded recently by Mr. M. E. Lyle, a former resident of Brooklyn, New York. Mr. Lyle

has removed his family to Baltimore and taken up permanent residence in that city. His extension of the work, much of which has been accomplished by personal visits to business men, has been highly successful.

Phonographs are now found in the hands of the leading men in almost every line of business and professional life. The reputation of Baltimoreans for conservatism is well established; but the office economy of the phonograph has appealed irresistibly to their good judgment.

A few of the prominent users of the phonograph in Baltimore are as follows:

Patterson, Ramsay & Co., the largest shipping house on the coast; J. F. Wiessner & Son, leading brewers; Baugh, Sons & Co., large dealers in fertilizers; Harris, Britton & Dean, managers of the Baltimore Academy of Music and Harris' circuit of theaters; Rife & Honck, managers Holliday Street Auditorium, Monumental and other theaters; Lawford & McKim, general agents Hartford Steam Boiler Inspection and Insurance Co.; C. M. Stieff, the well-known piano manufacturer; Shriver, Bartlett & Co., law and collection agency; Silliman & Meyers, manufacturers' agents; A. C. Meyer & Co., proprietary medicines; G. W. Abell, publisher of the *Baltimore Sun*; J. H. Seward & Co., produce commission agents; H. B. Meigs, manager Aetna Life Insurance Co.; W. O. Nelson, secretary of Provident Life Insurance Co.; D. B. Stewart & Co., produce commission; the Sadler Publishing Co.; C. R. Diffenderfer; the Southern Homeopathic Medical College; Thomas Hughes, lawyer; Charles Selden, superintendent of telegraphs, B. & O. Railroad; Dr. H. F. Garey, Dr. Henry Chandlee, Dr. Eldridge C. Price, Dr. H. A. Kelley, T. M. Blondell, typewriter operator.

There are also many others whose names space forbids us to enumerate.

The office of the Columbia Phonograph Co. in Baltimore is located at No. 301 N. Charles street, corner of Saratoga.

The use of the phonograph in the treatment of deafness, which is now so general, originated in Baltimore.



## DR. SEWARD WEBB'S USE OF THE PHONOGRAPH.



Y using his phonograph during the long pleasure trip which Dr. Seward Webb, president of the Wagner Palace Car Company, took with his family last year, traveling in all about twenty thousand miles, he kept himself in constant communication with his secretary in New York and also sent letters to several of his friends by the same method.

He would speak in the instrument which he had in his private car, and mail same at different points on the journey. These were forwarded without injury and placed on other instruments here where they repeated the messages they had borne thousands of miles, reproducing the very tones of the doctor's voice. In one of the cylinders his words were accompanied by a sweet refrain like the sounds of a piano mingled with children's voices. The first of the cylinders was commenced by the doctor just after the party had visited Niagara Falls. He added to it in Chicago, finished it in Omaha and mailed it back from Denver. This cylinder tells the story of their running between New York and Buffalo at the rate of fifty and fifty-two miles an hour; in Canada from St. Thomas to Detroit, one hundred and twelve miles in one hundred and fifteen minutes and somewhere between Detroit and Chicago, the doctor made himself heard above the roar of the train: "The cyclometer shows that we are running sixty-nine miles an hour." This cylinder was spoken to while the train was running, and when one listened to its story, he could hear the rumble and roar of the train and could even mark the different sounds as the

train would run over a culvert or the rattle of a passing train. And added to this would be the Doctor's voice, as of one person shouting to another under such circumstances.

### The Phonograph Table.

The phonograph is now inserted in the table for the more convenient use of typewriters.

The spoken words are conveyed through a tube or horn, as is most agreeable to the operator, and retained on a waxen cylinder until wanted. These cylinders may either be mailed or used on the spot. The phonograph is run by a storage, primary battery, or by water power, or where steam is used as motive power in a building, this force is conveyed to the phonograph motor by shafting and runs the machine with equal velocity.

It is now valued as a great labor-saving appliance in the business office and can hardly fail to be a source of great pleasure in the home circle.

### The Phonograph Becomes the Great American Advertiser.

In a prominent position in the immediate vicinity of the Staten Island ferry an ingenious person has placed one of the Edison phonographs, and on it there is a legend which states that any one may hear a verse of a popular ballad, free of cost, by simply turning a crank. This invitation is accepted with enthusiasm by the people at large, and about once a minute a victim steps up with a smile and starts the machine.



The following gem is a sample of what he hears :

" Oh, the minstrel boy to the war has gone,  
And when at night he sets  
In the camp-fire light, he don't feel right  
Without Mulligan's cigarettes."

Thus the phonograph becomes an advertising medium of no small calibre, for it attracts and amuses.

#### Work on the Phonograph—Dispensing With Stenography.

The increased use of the phonograph is rapidly doing away with stenography, and already numbers of leading business firms—the progressive men of the day—are using the phonograph for dictating their letters. Such is also the case with many prominent lawyers in this and other cities.

A PHONOGRAM reporter recently interviewed one of these phonographers and received such enthusiastic comments on the phonograph that we herewith give a synopsis of the interview for the benefit of our readers.

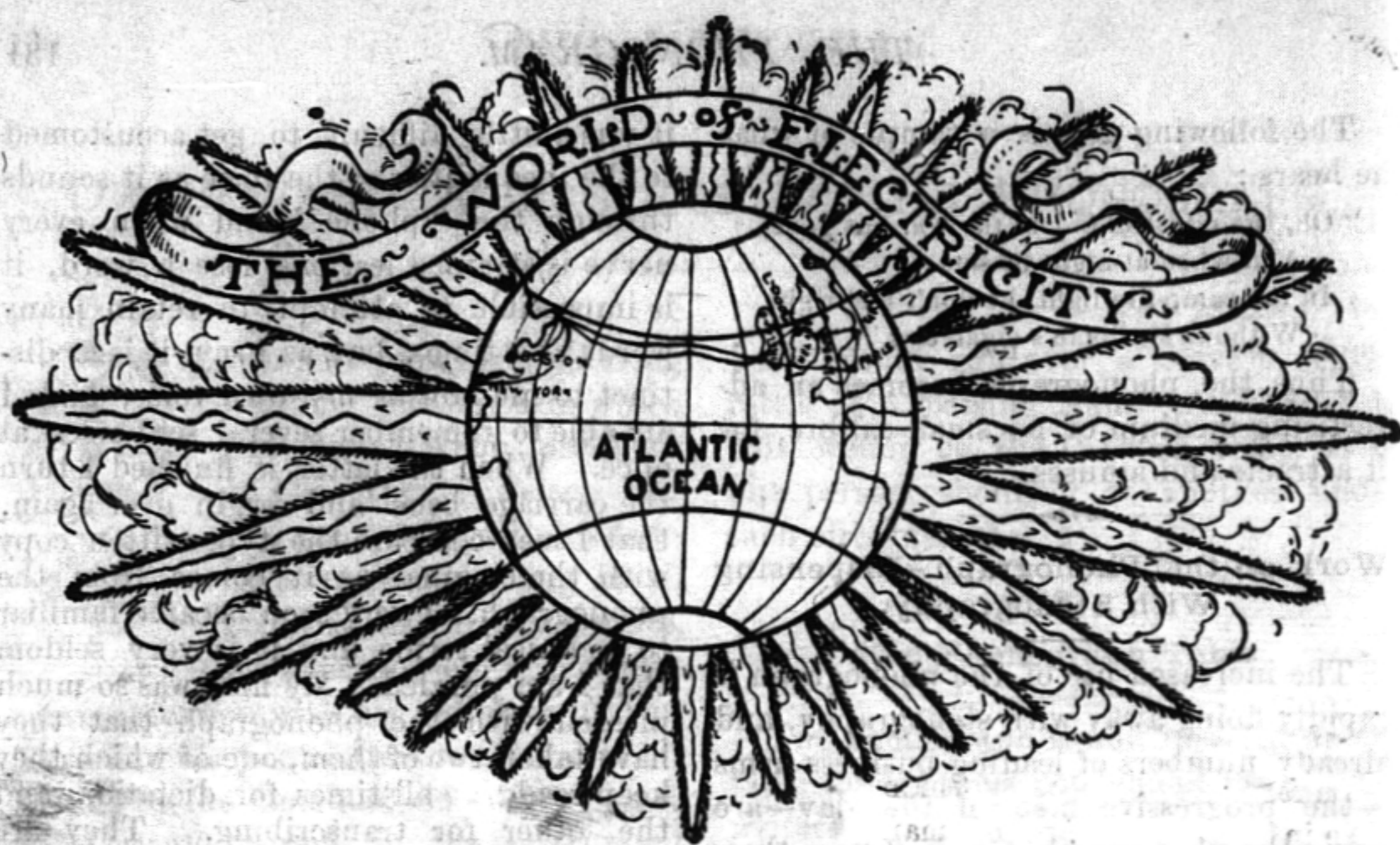
Mr. Benjamin Gotthelf, who has occupied the position as stenographer in the office of Damon & Peets, No. 44 Beekman street, New York City, for many years, said: "I am using my phonograph right along, and you may judge of the work for yourself. I had been at the work but a very short time when I found it grew easier every day. I have copied with the typewriter from the phonograph as many as from seventy-five to one hundred letters a day, and sometimes more, without any mental strain whatever. I work in this way; as fast as I hear a sentence from the phonograph I stop the carriage by means of a little lever (of course allowing the machine to run all the time) and take down what I have heard on the typewriter. Of course, the greater practice one has, the greater number of words one can retain at a time, and the fewer stops the more work can be accomplished. At first

it was a little difficult to get accustomed to the inequalities of the voice as it sounds through the "phone" and when every nerve is strained lest one lose a word, it is impossible to attempt to retain many words at a time; but, as I say, it is as distinct to me now as my own voice, and I am able to remember several sentences at once. When the letter is finished I turn the carriage back and begin over again, that I may compare the typewritten copy with the original as it comes from the phonograph. I very soon became familiar to technical terms, and it is very seldom that I am puzzled. My firm was so much pleased with the phonograph that they have taken two of them, one of which they keep ready at all times for dictation and the other for transcribing. They are seriously thinking of putting in a third machine and taking on another operator. Now, would you not like to listen for yourself?"

The machine was started up and at first there was only a confused hum and buzz, but finally there came a deep bass voice talking to a party down in Texas about selling him a cylinder press and type to fit up a newspaper office. It was evident that the diaphragm was not properly adjusted, as the dictation was not very clear, but the operator, by simply touching the adjusting screw at the right hand side of the diaphragm made the voice come out clear and distinct, and in fact a good deal clearer than a person would suspect from the manner in which the letter was dictated. These machines are run by storage battery and the battery gives no trouble whatever.

Thus the phonograph has come to give employment to any person of common school education who understands the typewriter, and with only a few hours tuition can turn out a great deal of work. But this is not so with stenographers," said Mr. Gotthelf, "as they must have a thorough course of lessons, which takes perhaps a year or two for the majority to master, and sometimes they do not master it by that time, and then they must have steady practice to become suitable to a good position." Mr. Gotthelf also says that he would be pleased to explain anything in connection with the phonograph to anyone who may call at his office.





## "THE MEN OF THE DAY."

BY J. V. McRAE.

In the bi-weekly Parisian journal bearing the above title, we find biographical sketches of many French scientists, whose names are well known to their confreres and to students on this side the Atlantic. The task of giving a proper idea of the life-work of the celebrities now illuminating the sky of literature and science in our sister republic, France, is well performed in the numbers laid before us; especially so in No. 3, for April, 1892, where Mr. E. Dampierre discloses to us a catalogue of inventions invented and manufactured by Mr. Gustave Trouvé, whose fame is not confined to the Eastern hemisphere, and whose picture we here reproduce.

Our vigilant contemporary, *The Cosmopolitan*, always fortunate enough to secure good and novel ideas before they become stale and trite, has presented to us one important invention of Mr. Trouvé, and *L'Electricien* had previously made known others; the cuts of the flying machine in the former, and the luminous fountains in the latter having excited great admiration.

Mr. Dampierre gives an interesting notice of the labors of Mr. Trouvé and furnishes a catalogue of his principal inventions. He tells us that Mr. Trouvé was born in 1839 at La Haye-Descartes, and after completing his studies in the provinces, came at the age of twenty to Paris, where renown and glory, in the fields he had chosen for the exercise of his mental powers soon marked him as their favorite son. It seems that one discovery followed another in such quick succession that not only each year, but each month and each week of his life laid before the world a new product of his prolific mind, and one is forced to renounce the hope of giving here, even a superficial idea of their number and value.

To-day Mr. Gustave Trouvé is in the prime of life, and his native land has fully recognized his services by awarding to him those honors which the *savant* most prizes: he is a "Chevalier de la Légion d'honneur," he is Lauréat of the Faculty of Medicine, Member Lauréat of the National Academy, of the French Association for



the Advancement of the Sciences, of the Society for the Encouragement of Learning, etc. How many departments of learning has this fertile brain endowed with new discoveries? We answer that to him the science of medicine owes the explorer-extractor, by which surgeons are enabled to extract projectiles, which was conceived and made in three days; also the polyscope and an infinity of other appliances.

Physiology is indebted to him for the apparatus by which the internal organism of man may be inspected. Industry profits by his lamp for miners. To him is due the portable telegraph so useful in military art. The navy appreciates his gyroscope and syrene électrique. He has enriched science pure with new batteries having remarkable constancy, with his hermetic reversible battery and other equally novel appliances. In locomotion his name will always be linked with the first electric boat and electric tricycle. With lighting apparatus his fame is universally connected as originating the lamps that bear his name, while for theatrical representations and public as well as private decorations, he has invented those superb ornaments known as luminous jewels and flowers, and luminous fountains for internal and outdoor ornamentation, which constituted one of the greatest attractions of the French Exposition. He has fine talents in designing, and we proclaim these facts because he is one of those retiring, modest spirits who are too much inclined to hide their light. It is to us a pleasure to hold him up as an example to the present generation and an honor to his country and the cause of science.



Mr. Gustave Trouvé.

#### The Approaching Railroad Congress.

The next international Congress called for the consideration of railway affairs will convene at St. Petersburg in August, 1892. Both the Chinese and Japanese governments will be represented there; and it would be hard to estimate the importance to civilization of this step.

#### Electrical Operations in Russia.

Two Russian engineers have recently obtained from the Czar permission to found a society bearing the name of "The Franco-Russian Electro-Technical Society," having for its object the manufacture of all apparatus and machines connected with electricity, and occupying itself with the construction of electric tramways, central stations for lighting, wire-systems for conducting telephonic communication, etc.



## THE PHONOGRAPH AIDS IN THE PROGRESS OF WOMAN.



CONTINUALLY recurring testimony comes with the advance of years to the fact of the advance of woman into the fields and pastures of a domain where man has hitherto held almost undisputed sway. True, past ages have seen great surgeons, astronomers, lawyers, linguists, physicists of the gentler sex, scale the heights where Fame's proud temple shines, but these were always a minority. It now seems that the reverse may possibly become the rule, and woman, devoured by the ambition of acquiring supremacy, or maintaining equality in the realms of learning, may after awhile crowd out the "lords of creation" and leave them to occupy, for the most part, positions, to gain which there is no need of climbing, and which, if inferior, are also less troublesome to win. A somewhat similar state of affairs exists to-day in France, where women are the heads of vast and important commercial establishments, and hold the posts of editors, scientists, etc. We observe with pleasure an interesting notice in the *Chicago Legal News* of a lady whose attainments and varied mental gifts have raised her to a high rank in the intellectual circles of the West, more particularly among the legal luminaries of St. Louis and Chicago; one of whom, belonging to the former city, is proud to call her daughter, and to the other of whom (a citizen of Chicago and himself a rising lawyer) she has recently been wedded.

Judge Seymour D. Thompson, of the St. Louis Court of Appeals, and editor of the *American Law Review*, is the father of this talented lady, and it appears that

as Miss Helen Lucy Thompson she was quite equal to the duties of taking his dictations upon the phonograph and performing the functions of his secretary. For two years she has filled this post in her father's office and has employed her leisure in studying law. During that period of time she has performed the feat of writing *two hundred judicial opinions taken from his dictations on the phonograph*.

Last year she accompanied her father on an extended tour through Europe, vis-



Mrs. C. W. Middlekauf.

iting not only London, Paris and other great capitals, but traveling through Iceland. She is now Mrs. Charles Wilbur Middlekauf, and her husband having graduated from several noted institutions of learning, and being already engaged in a successful law practice, she is simply transferred from one intellectual sphere to another. We are glad to be able to present our readers with the portrait of Mrs. Middlekauf, and trust her able career will be an example to many of her sisters.



### A Sure Sign They're Hit.

When the phonograph was first introduced it was predicted that it would do away with stenographers altogether, except possibly in the court room. The machines were popular for a time, and the Morgan Envelope Company used one for a while, but at present they are regarded rather as a toy than as a practical tool, and their use is not becoming general. The fatal difficulty with them is that corrections cannot readily be made. Any alteration comes, of course, after its proper place, and the typewriter who writes from the phonographic "copy" has the mistake written out before the correction comes to his ear. The machines are also far from perfect in their mechanism and have an unfortunate tendency to get out of order. It may safely be said that the phonograph will require a good deal of improvement before it is likely to be a formidable rival to the stenographer.

We regret to see an unfair article like the above emanating from such an apparently wide-awake and progressive journal as *The Counting-House*.

The phonograph is to-day winning "golden opinions" from its many users who are unbiased in their belief.

That it is no longer a toy is demonstrated by the thousands who are using it *entirely for business purposes*. True, it may serve to amuse one after the day's duties are done, but this is only one of its many-sided phases, and one that no other machine possesses.

Answering the second charge, "The fatal difficulty, etc. A typewriter operator who transcribes from the phonograph can accomplish more for her employer than can be done in any other way. The time of the shorthand writer is taken up in receiving dictation, and even if the notes are taken accurately delay is caused by trying to decipher these. Here there is much waste. It is only a matter of a moment to run over the cylinder of the phonograph and become familiar with the contents of a letter, including alteration

(if there be any), and in transcribing. the operator easily remembers these and makes corrections.

Referring to "its imperfect mechanism," we reply: The phonograph is so well constructed that a child may use it. We know of many instances where boys have been left in charge of the automatic instrument and we have yet to hear of any trouble from breakage or getting out of order.

What a fabric of air is being woven against this most useful machine, and what flimsy arguments are brought up by its would-be detractors! We would call a halt on stenographers who run down the machine that talks.

Upon examination "the difficulties" (?) will be found trumped-up charges, as evanescent as the air we breathe. Stenographers must yield to the *pressure of public opinion*. "The typewriter and the phonograph go *hand-in-hand*, and both have come to stay."

### An Electrical Forest.

We learn from the *Electrical Review* that an interview accorded the representative of this journal by Mr. Mayana Semmes, an English electrician and inventor just arrived in this country, disclosed the discovery by that gentleman of a most extraordinary plant whose habitat, as far as is now known, is India.

It is a plant that stores electricity—what one might call a natural vegetable storage battery, which gives you a shock when you pluck a leaf from one of the twigs of the tree.

The leaves are of a lanceolate form, grow in groups of three on the twigs, and the tree resembles in appearance a bunch of pointed lightening rods. The strength of the shocks are strongest between midnight and two o'clock in the morning. There are probably 1,500 trees in this forest, which lies on a hill to the rear of the



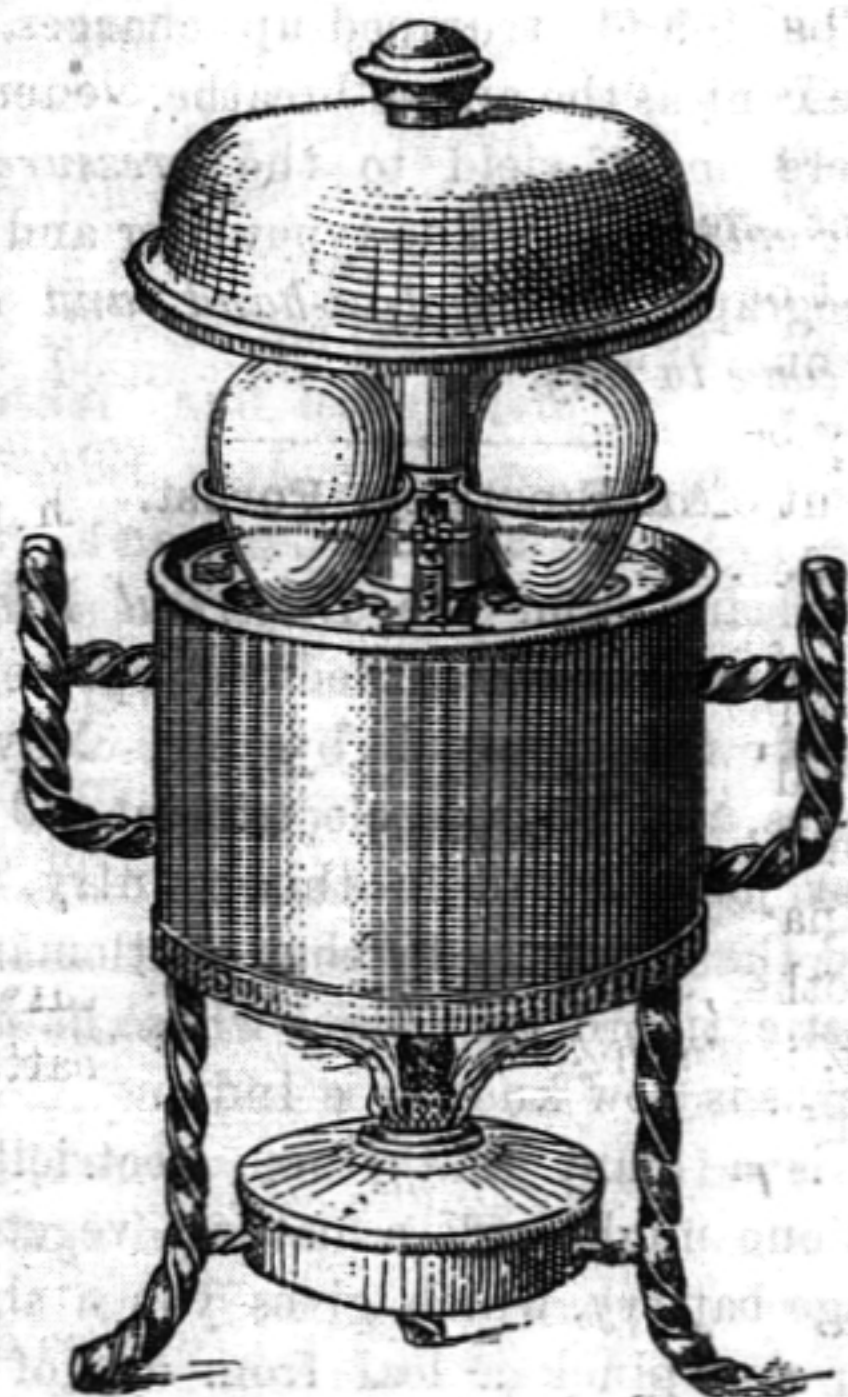
town of Chiring, among the Himalayan Mountains.

"I expect," said the traveler, "to be able to light the surrounding towns and construct an electric railway from them to the forest in a few years by connecting the trees in series, as I have made careful tests of their capacity with most reliable voltmeters and ammeters."

"I have purchased the whole forest," Mr. Semmes continued, "therefore no venturesome spirits need indulge the hope of going to Chiring to invest in them."

#### An Automatic Egg-Boiler.

Every one knows that the cooking of an egg cannot always be regulated according



to will, and that to have them soft-boiled, which is their most digestible form, is sometimes unattainable. Eggs, when cooked in boiling water, are frequently found to be hard at the periphery, while the centre is cold and raw. To obviate this inconvenience, an apparatus has been invented that forces the egg to

emerge from the hot water as soon as it has reached the temperature of 80°. This result has been attained by the aid of a receiver filled with alcohol, inserted in the middle of the water and supporting a series of egg-cups, annular in shape; the latter are held by a spring at the bottom of a central column, along which they can be moved by the intervention of a ring. When the alcohol arrives at the boiling point, which is 80°, and to which it should come only at the expiration of from thirteen to eighteen minutes, an unlatching is effected, and the ring rises to the upper part of the central column, with the eggs which it holds, and which are placed out of the water by this means.

#### Room for Both.

A prominent stenographer recently, speaking to a PHONOGRAM reporter on the probable effect of the introduction of the phonograph in the business world, said that there was but little danger that the phonograph, or any other machine, would make the shorthand business a profitless one. "Even if the phonograph could do all that is claimed for it," he remarked, "it would not affect stenographers adversely, in the least. Indeed, it would be welcomed with open arms by the court reporter's, as they could then dictate their matter when they pleased, and as fast as they could read it."

#### "Art in Advertising."

Sapolio and the phonograph are now entwined in a fervent embrace. We do not mean by this assertion that Sapolio is used to renovate the phonograph, as its delicate mechanism does not require such pronounced and radical remedies. But Sapolio has always employed a unique method of advertising, and to say that it has won over to its own purposes the machine that talks, and now makes use of its



powerful tongue to tell in engaging tones its many advantages, is putting it mildly.

The owners of Sapolio know how to advertise, and their latest effort in this direction is their greatest.

Go to Bloomingdale's and hear the sweet strains of George Gaskin's tenor pouring forth in fervid and sonorous eloquence the merits of Sapolio. Then returning, perhaps, to your Staten Island home, stop at the ferry and listen to Meyer's baritone, which tells you in rhythmic rhyme why Sapolio will bring life and youth to its patrons. It is enough to make one buy tons of soap to hear the soft cadences of these great singers pronouncing eulogies on this commonplace yet useful article, and we congratulate the owners of Sapolio on the novel method they have recently adopted to win and entrance the public.

#### Proceedings of American Institute of Electrical Engineers.

The ninth annual meeting of the American Institute of Electrical Engineers was held at Chicago on June 6th, 7th and 8th, with headquarters at the Grand Pacific Hotel. The proceedings were opened by the president, Mr. Frank J. Sprague. Many important papers were read, adding materially to a general knowledge on electrical development. Mr. C. F. Scott's paper, describing the Tolluride plant in Colorado, is replete with important suggestions, and demonstrates what can be done on this side in long-distance transmission of light and power. Mr. Scott says: "This mine is located near Tolluride, Col., and is owned by Mr. L. L. Nunn. The Gold King Mill requires power for operating its crushers and stamps, and fuel can come only from long distances at great cost. A few miles from the mill there is water power, but the country between the two points is steep and rough, and is covered more than one-half the year with snow. Electricity is

the one and only means of getting power from its source to the mill. No condition could be found more favorable for demonstrating the value and possibility of electrical transmission. One hundred horsepower is transmitted nearly three miles over bare wires at three thousand volts and at one hundred and sixty eight alternations per second, the motor and generator being identical machines. An important feature of this plant is, that although running night and day, it has given no trouble. It is the first of the kind installed in this country."

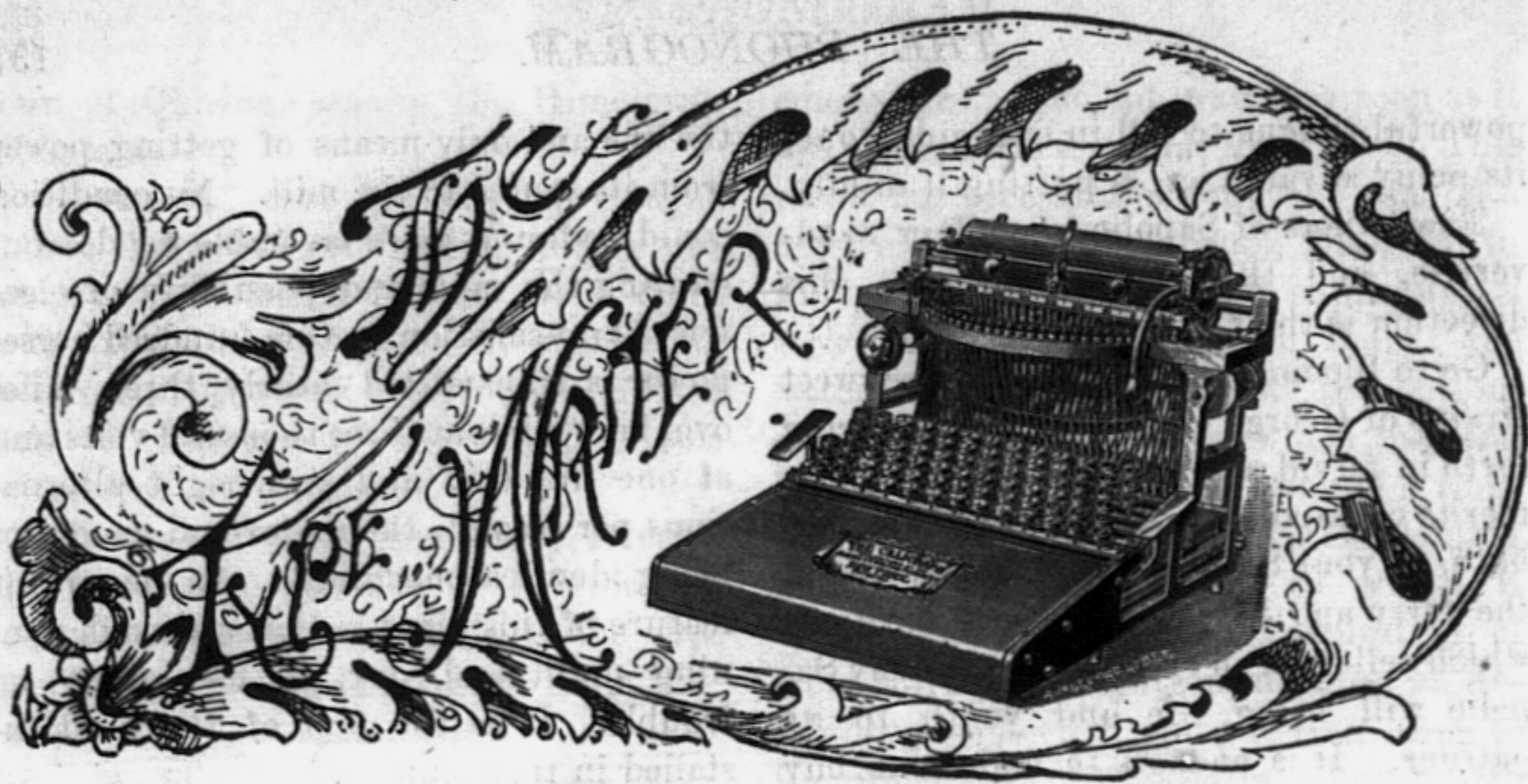
#### Telephones at the Crystal Palace Exposition.

One of the most interesting exhibits at the Crystal Palace is that of the telephone receivers. The Western Electric Co. exhibit one with base of ebonized wood, walnut or mahogany. The transmitter is of granular form, and is so mounted that it may be turned in any direction, independent of its base. It is fitted with the latest design of switch lever, which affords greater security to contact between lever and springs. A double pole bell receiver is provided, and this, with the granular transmitter, forms a powerful telephonic combination.

Another, exhibited by Messrs. Mix & Genet, is arranged for calling by a battery current, a press button and battery taking the place of the magneto-generator. The bell is concealed under the base, and the standard, which is cylindrical, incloses the induction coil. The microphone is fixed slightly slanting. The combination is completed by a watch receiver suspended from the switch-hook projecting from underneath the transmitter.

It is computed that there are fifteen thousand women typewriters between Canal street and the Battery, in New York City. Hundreds of women find employment through the typewriting offices.





## ONE OF OUR GREAT TYPEWRITER INVENTORS.

**S**UCCESS won by persistent effort marks the career of Mr. Charles Spiro, whose portrait and life we here present to our readers. His is an interesting one because he has crowded into a term of years, representing but little over half of the allotted three score and ten of man's presumable existence, an unusual amount of successful endeavor.

Born in New York in 1850, he became at an early age a pupil at one of the public schools, and his father, desiring that he should become a physician, presented him at the New York College to take the course afforded by that institution. He passed the graduating examination, but it was discovered that he lacked a year and a half of the age required for admission there, and he then persuaded his father to let him enter the manufactory of watches of which the latter was proprietor, and in this "school of industry" he remained until he familiarized himself thoroughly with the machinery and invented many appliances and modifications of great value in the business. Some years

later his father retired and he assumed control of the business.

At the expiration of eight years his health became impaired, and he was advised to take a sea voyage; accordingly, he sailed for England, and after seeing that country traveled through Ireland, France and Germany.

Fearing to resume his former occupation, which was prejudicial to his health, he decided to undertake the study of law and entered the Washington University, from which he graduated in 1874.

For nine years he practiced this profession in New York, building up a large clientele in general practice, to which was added the special branch of cases relating to patents, and of all matter having to do with mechanics, for which his knowledge of machinery particularly fitted him.

Meantime his inclination for mechanical studies prompted him to exercise his talent in constructing new movements and devices. He invented eight different forms of typewriters, and among these the Columbia received a silver medal at the New Orleans Exhibition, a silver medal at the Exhibition of Inventions, London, and



the gold medal at the American Exhibition, London.

He finally produced the Bar-lock typewriter, and for this was awarded the only gold medal given to typewriters at Edinburgh in 1870, and at Jamaica in the year 1871.

Mr. Spiro's active brain is now engaged

### The Bar-Lock Typewriter in Its New Dress.

The typewriter being an indispensable adjunct to a phonograph, we keep ourselves informed as to the merits of every new machine introduced on the market, for the benefit of our readers, and give in



Mr. Charles Spiro

on the problem of thermo-electricity, a subject on which he is considered in the United States as being a leading authority.

Mr. Spiro resides in the beautiful village of Englewood, N. J., where his home and library are objects of great attraction to visitors. His memory is remarkable, and he is a fine violinist. Mr. Spiro has three sons.

this article an outline of the Bar-lock typewriter as it appears since it has been remodeled.

The most important feature in this typewriter, and one that will appeal forcibly to the operator, is that the writing is always maintained in sight. A great annoyance experienced by typewriters is being obliged to make a separate movement in order to see what has been writ-



ten. The loss of time in the course of one day on this account is a serious drawback to the use of other machines. We will enumerate the advantages offered by the Bar-lock, as well as the additional new features introduced within the last few months.

1st. Every letter is fully in sight of the operator, and this is an inestimable benefit where columns or figures are required, such as invoices or estimates.

2d. The paper carriage allows an extremely rapid and easy insertion of the paper. An especially new feature, added recently, is the the paper support, which has been made to run entirely across the carriage, giving it greater strength.

3d. The inking gear is automatic and requires no attention from the day it is put on to the day it is worn out, the ribbons lasting from two to twelve months. The ribbon in the latest model has been widened to about three-fourths of an inch, which, combined with its automatic movement, makes it *par excellence* the best inking arrangement on the market.

4th. It now has a removable platen, so that in case it be desired to change the work nothing is necessary but to take the platen out which holds the paper partially written on, and insert the new platen, which is quickly and easily adjusted.

5th. The perfect alignment of the type in printing is obtained by a lock at the printing point, so that every type is locked in its proper place just before and while printing. It is therefore impossible to print out of line.

6th. The key-board of the Bar-lock is so arranged that time and effort are saved to the operator in not being required to shift, since there are two banks, each of which has three rows of keys for capitals, small letters, numerals and punctuation marks. At first the machine was made with seventy-two characters, but as there seemed to be a demand for more, the new machines now have seventy-eight characters.

It is the best manifolding machine ever placed on the market.

9th. The type can be cleaned in five seconds.

10th. It is almost noiseless. The new machine has the good features of all other typewriters, and many new ones, entirely its own, added, such as key board lock at the end of line of any length, margin releaser, etc.

The only objection that was ever found with the original machine was the height of front plate, and to overcome this the manufacturers have had this front cut down one-half original size, and the entire plate made of an electro-deposition of copper, handsomely finished, giving an artistic appearance to it. The Typewriter Company, Limited, at 12 Queen Victoria street, London, were awarded the only gold medal given to typewriters at the Edinburgh Exhibition, 1870, and at the Jamaica Exhibition of 1891.

They have recently been appointed manufacturers, by special warrant, to Her Majesty the Queen.

The Bar-lock is used by Her Majesty's Government Departments, the Colonial governments the Railway Clearing House, twenty-one leading railway companies, the Phoenix and thirty-three other insurance companies.

#### From "Chicago Times."

Thirty men from almost all sections of the country held a peculiar meeting yesterday at the Leland Hotel. The duty of the secretary was unique. He wrote nothing. Everything that was said by those present he merely repeated into a large funnel on the table in front of him. At intervals a recess was taken and the thirty men gathered around another funnel, from which came the echo of Patti's voice, a cornet solo by Levy, or a stirring march by the Marine Band.

It was the annual meeting of the National Phonograph Association, and all of its deliberations were reported by the little instrument which the association is pushing into the place of the stenographer. A severe test of the phonograph's practicality will be made, it was announced yesterday, during the coming Democratic Convention, a Washington correspondent having made arrangement to report the entire proceedings by phonograph.



## PHONO CHAT.

To what base uses is the phonograph sometimes put.

An alleged gambling case was brought up in the Jefferson Market Court recently in which the phonograph figured prominently.

George D. Rumble, 40 Broadway, was in court in obedience to a summons obtained by H. Ross, of 259 West Thirty-ninth street, who charged that on May 21st he was swindled out of \$200 by a gambling transaction in Rumble's office.

Ross requested Rumble to purchase two thousand shares of Maple Mining stock at eighty cents per share. The purchase was made and Ross notified of the fact, together with an offer to deliver the stock, but Ross ordered the stock to be held and sold for him.

Mr. Rumble had a phonograph through which, in sonorous tones, the fluctuations and pulse of the market was sounded. This was watched with jealous care for a time, and then Ross told his broker to sell the stock when the quotations marked eighty or one hundred. This matter the phonograph was to decide in the usual way. The last day that Ross called at Rumble's office, the phonograph announced to him and others in the office, that the stock had been quoted at eighty, and Mr. Ross sold out.

Subsequently Mr. Ross avers that he discovered the phonograph had been "fixed" so that he came out a loser.

His Honor, having listened carefully to the case, ordered that a formal complaint be made out against Rumble, who was then paroled in the custody of his counsel.

Fred. H. Wall, the *Regina* phonograph expert, was fined \$28.55 for refusing to comply with the local license by-law which obliges men in his line of business to pay a fee of \$15 for the privilege of exhibiting the phonograph. It was asserted by some newspapers that the "genial Fred," was arrested and fined for exhibiting the phonograph, but the facts are as stated above.

Topeka now gives us through the phonograph the airs of its famous musicians.

Prof. Garner, of Washington, D. C., who is experimenting with monkeys in order to reproduce their language, tells some very interesting stories connected therewith. He says, "I must tell you

a funny experience with Jack, a monkey owned by a family in Charleston, S. C., who is the pet of a large circle. I think of all the monkeys I have ever known, he is the most incessant talker. But when I would try to make a record of him I could not devise any plan to induce him to talk into the horn. I therefore removed the horn and put on a small flexible dictating tube, and tried all means, but failed.

I then tried to teach him to hold the tube in his mouth and talk, by first doing so myself. He would take hold with his little hands, put his mouth in it up to his ears, and hold it in perfect silence, then he would drop it and chatter. After hours of constant labor I had failed to get one sound that could be heard five feet away. He seemed to enjoy the feat of holding the tube to his mouth just as I did, and he would look the big horn out of countenance, but never a word while within reach of it."

The case of Currer Smith against the Edison United Phonograph Co. was tried in London recently.

Smith claimed damages for alleged breach of agreement, in refusing to appoint him manager of the English branch of the penny-in-the-slot machine business.

The answer of the company was that they had made no agreement with Smith, as he claimed, and the jury gave a verdict against the plaintiff.

The Louisiana Phonograph Co. is using the Illinois Anglo-American storage battery, and has found it a preferable one. This company is also testing other batteries, but has not given same sufficient trial to pass competent opinion. For use where distance renders the storage battery unadvisable, the company uses the Edison Lalande and says it gives *perfect satisfaction*. Mr. Hugh R. Conyngton, the secretary of the Louisiana Company, writes us; "We are watching some of the new batteries with a great deal of interest."

E. B. Wright, a Washington correspondent, arranged with the Chicago Phonograph Company to report the entire proceedings of the Democratic Convention by phonograph. Two machines were used.

Mr. A. O. Tate, representing the Edison Manufacturing Company at the Convention, exhibited proofs of primary batteries, which are now so



perfected as to be used from six months to a year without renewal.

Tests were made at the present convention as to the practical utility of the phonograph in reporting proceedings of deliberative bodies. The tests were very satisfactory.

### World's Fair Notes.

The managers of the World's Columbian Exposition will allow exhibitors to completely equip the Electrical Building for lighting and power. The Department of Electricity has therefore placed its plans before those who are interested and desires to advise with such in order to render them full opportunity to join in this equipment.

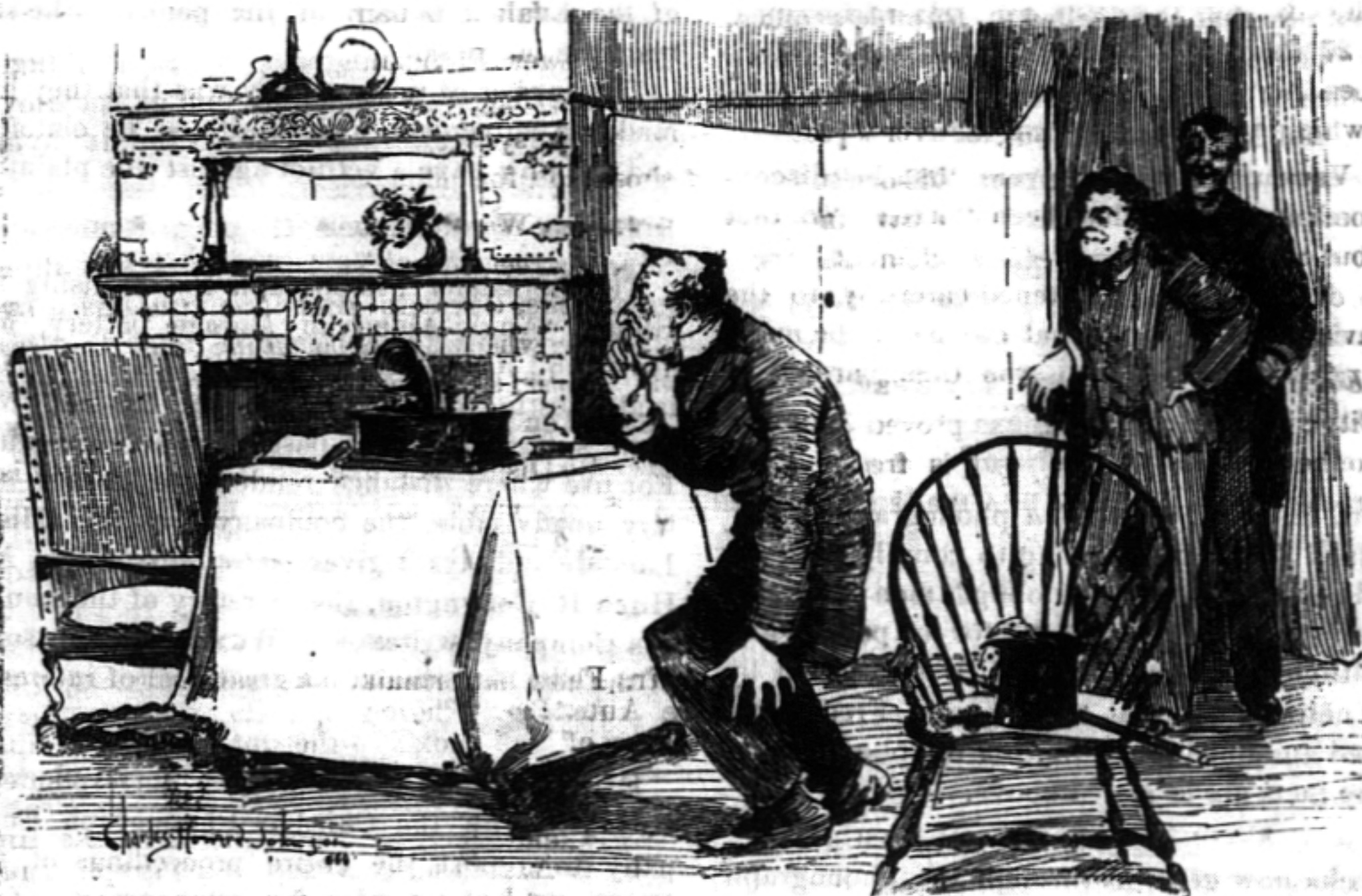
All machinery, according to the rules of the Exposition, will be operated in what is known as the general power plant, in Machinery Hall, this hall being seven hundred feet from the Electrical Building. All generators will be established

at that point and adjacent to steam-power of competent capacity.

There is a subway six feet deep and six wide between this plant and the Electrical Building for placing conductors. Fire-proof vaults will be built at the entrance of this building wherein to install transformers, so as to comply with the National Underwriters' requirements. There will also be ample facility given for wiring purposes.

The building will be divided into sections, and these sections will be equitably assigned to various exhibiting companies. Those to whom space is thus assigned will be required to install their own generators, furnish cables between the plant and building, and also furnish wires. Those who are given arc lighting will be required to furnish carbons and attend to renewing of same, and those who are given incandescent lighting will be expected to renew these.

The building will be equipped for five hundred horse-power for arc lights, five hundred horse-power for incandescent lights, and five hundred horse-power for extra incandescents. Many of these applications are already in.



### A GUILTY CONSCIENCE.

[The boys had arranged the new phonograph for a little fun, and as Uncle Hunkers came in it said, "Of all the liars, cheats, frauds and thieves in the world, Mr. Hunkers, of Bridgville, is the worst."]

UNCLE HUNKERS.—"Whoever yer be under that table, don't say nothin' about my stealin' widdler Monk's horse, an' I'll give yer five dollars."



## GOLDEN OPINIONS FROM PROMINENT USERS OF THE PHONOGRAPH.

British and Foreign Marine Insurance Co., Cotton Exchange Building, New York City: "We should feel quite crippled if we were deprived of its use."

Dr. J. Mount Bleyer, specialist throat and nose, 118 East Sixteenth street, New York City: "I can highly indorse the Edison machine for all purposes, as well as our own science."

Arthur B. Cook, stenographer and law reporter, Drexel Building, New York City: "The possibility of dictating at any speed consistent with distinct enunciation and obtaining a transcript remarkably accurate, renders the machine extremely valuable."

Law Offices of Dill, Chandler & Seymour, 31 Nassau street, New York City: "We regard the phonograph as essential to our work as we do the telephone."

Dow, Jones & Co., financial news agents, 41 Broad street, New York City: "We consider it an important labor saver."

Dauchy & Co., newspaper advertisement agency, 27 Park Place, New York City: "We have been highly pleased with the two phonographs which we have had in use for over a year."

A. S. Vance, electrical engineer, Edison Building, Broad street, New York: "We have in use in our business five phonograph equipments for use in correspondence. We consider them a great saving and convenience."

*The Electrical Engineer*, 203 Broadway, New York City: "The instrument has proved in this office to be always reliable, and is frequently called upon to take dictation at a speed of three hundred words a minute."

M. E. Finley, typewriting, 31 Nassau street, New York City: "It has more than doubled the volume of my business."

C. W. Hunt Co., manufacturers of coal handling machinery, 45 Broadway, New York City: "We have found them of great value for the dictation of letters for typewriter transcription, as well as for other purposes."

Hubbard, Price & Co., bankers and cotton merchants, Cotton Exchange Building, New York City: "We are able to do more business with greater ease."

Geo. A. Haynes, law stenographer, 59 Wall street, New York City: "I would far prefer

dictating the notes of a trial into it than to dictate them to any other than the most skilled amanuensis."

Interior Conduit and Insulation Co., 42 Broad street, New York City: "We have been using two of your phonographs in our offices for over a year and find them indispensable."

Lockwood & Hill, 115 Broadway, New York City: "I can and do cheerfully recommend the phonograph to others."

Nathan Brothers, printers, 140 West Twenty-third street, New York City: "It is certainly one of the best office assistants ever invented."

B. F. Sutton, of Parker, Stearns & Sutton, manufacturers of fine India rubber goods, 228 and 229 South street, New York City: "My wife would rather part with her piano-forte than the phonograph."

Erastus Wiman, 314 Broadway, New York, City: "I consider the phonograph as important an adjunct to business as the typewriter, and even more valuable than the latter."

The Power Publishing Co., World Building, New York City: "We not only find an economy over the old system, but prefer it to the old style of shorthand for office use."

Artemus Ward, Enoch Morgan's Sons Co., 439 West street, New York City: "I use three phonographs, one at the Sapolio office, one at my own office, where I publish *Fame* and the *National Grocer*, and one at home. I have learned to depend on it."

World's Dispensary Medical Association: "It is one of the most satisfactory appliances ever introduced into our office."

Mr. Felix Gottschalk, the genial manager of the Automatic Phonograph Co., has complete charge of the nickel-in-the-slot business in and around New York. Mr. Gottschalk has placed forty-eight slot phonographs at the Sea Beach Palace, Coney Island. These are under the care of Mr. T. A. Lewis, an expert phonograph man, who reports large profits from these machines, averaging about \$600 a week. The contiguous beaches, such as South Beach, Rockaway Beach, Staten Island, etc., are also managed by experts, and reports from same are very encouraging. Mr. Clarence, who has charge of South Beach, has a never-ceasing throng investigating the wonders of the phonograph.



**Washington Notes.**

Office of the *Ætna* Life Insurance Co., cor. St. Paul and Baltimore streets,

BALTIMORE, MD., June 3, 1892.

[Copy.]

MANAGER COLUMBIA PHONOGRAPH Co., Baltimore, Md.

DEAR SIR:—I consider the phonograph indispensable to the proper conduct of my business. We have in our office three shorthand writers. Two of them are quite expert, but their time is too valuable for other service to do that sort of work. While they are doing work in other lines, I can step to the phonograph and dictate letters as I may have occasion, and then the operator can take them off when convenient, not interfering with his or her other labors. I can dictate upon it faster than I can to a shorthand writer, and have no difficulty in my dictation being transcribed on the typewriter. You can refer to me as to its usefulness, desirability and practicability whenever you please. I will always be glad to say a kind word for the phonograph. It is always in order, and ready for service.

With best wishes for your success in introducing it to busy workers, I am, dear sir,

Yours very truly,

H. B. MEIGS, Manager.

[NOTE.—After a year's experience, Mr. Meigs has just bought his phonograph.]

**Western Notes.**

WINNIPEG, MANITOBA, June 1st.

An entertainment of more than ordinary interest took place in one of the city churches recently, which consisted of a phonograph concert and a stereopticon exhibition. The latter is the largest of its kind in Canada, and the views comprise a complete series of the Southern war, showing the troops on the line of march, in camp and in actual engagement on the famous battlefields; also the towns traversed, including Khartoum, where Gen. Gordon was killed. In connection with this exhibition the phonograph was used and a most delightful concert was given through the horn attachment, the audience being treated to cornet, piccolo and vocal solos and selections by the United States Marine band, Baldwin's Boston Cadet band and others of note.

Mr. George R. Hill, of Portage la Prairie, also entertained the residents of that town with a phonograph concert. The town hall was filled and the audience were given much enjoyment.

The new concert arm, Edison's latest invention, was used and besides pieces from Levy, Liberatti, the Seventh Regiment band, our own Portage brass band rendered some delightful airs.

PITTSBURGH, PA., April 25, 1891.

WESTERN PENNA. PHONOGRAPH Co., No. 146 Fifth avenue.

DEAR SIR:—We have been using a phonograph continuously for the past two years for business correspondence, and find it to give complete satisfaction. It is especially admirable in that it never makes a mistake, although its user may, and frequently does. Not only have we no adverse criticism to make regarding it, but, on the contrary, take pleasure in recommending its use wherever and whenever occasion offers.

Yours truly,

MARSHALL, KENNEDY & Co., Limited.

F. J. WEIXEL, Sec. and Treas.

PITTSBURGH CITY ROLLER FLOUR MILLS.  
ALLEGHENY CITY ROLLER FLOUR MILLS.

HARRISBURG, PA., March 12, 1891.

WESTERN PENNA. PHONOGRAPH Co., HENRY F. GILG, Secretary, Pittsburgh, Pa.

DEAR SIR:—I am in receipt of your letter of March 9th. I feel that I should notify you that the cylinders which you wrote me you would ship on 9th inst. by express have not yet been received. I suppose they were overlooked.

I have used the phonograph with much satisfaction for a year past, and have found it a great convenience and an entirely practical device for saving labor. Yours truly,

WM. B. LAMBERTON,

Attorney-at-Law, 218 Market street.

PITTSBURGH, PA., April 28, 1891.

WESTERN PENNA. PHONOGRAPH Co., City.

GENTLEMEN:—We have successfully used the phonograph for some months in our offices, and cheerfully recommend it as a useful and convenient machine, well adapted for the purpose intended. Very truly yours,

THE ROCHESTER TUMBLER Co.

PITTSBURGH, PA., April 25, 1891.

WESTERN PENNA. PHONOGRAPH Co., No. 146 Fifth avenue.

GENTLEMEN:—We have been using one of your improved phonographs for several months, and find it almost indispensable in our correspondence, saving us very much time, and



doing its work as well as we think it possible to be done. We take pleasure in recommending it to the business men of our city, and we certainly would not do without it after having had it in use in our office. Truly yours.

THE IRON CITY MUTUAL FIRE INSURANCE CO.

WATSON H. COVODE, Secretary.

ST. LOUIS PHONOGRAPH CO., Room 609, Fagin Building.

I first used the phonograph for practical business purposes about thirty months ago. It soon proved itself to be such a satisfactory and valuable assistant that I obtained another, and for the last two years I have used a pair of machines. They save me time, labor and money.

W. N. BARRON,

413 Pine street, St. Louis, Mo.

St. Louis, Mo., April 29, 1892.

ST. LOUIS PHONOGRAPH CO., St. Louis, Mo. :

GENTLEMEN : I have now been using the phonograph about three months, and beg to say that it is entirely satisfactory in every way, and by using it I save both time and money.

Yours truly,

W. V. DRAFFEN,

Secretary Missouri World's Fair Commission.

St. Louis, April 19, 1892.

ST. LOUIS PHONOGRAPH CO., City :

GENTLEMEN : We have been using your phonograph for eighteen months, during which time 24,682 letters were dictated and transcribed, this being the number of the last letter transcribed yesterday. All letters were numbered from the beginning to ascertain the quantity of work that could be turned out with the aid of the phonograph.

We are using two machines, one for dictation and the other for transcription, and as the above number of letters were transcribed and copied on the typewriter by one young lady only, the advantages of the phonograph speak for themselves and needs no further recommendation from us. Yours truly,

GUS V. BRECHT BUTCHERS' SUPPLY CO.,  
Volkening.

No. 104 1/2 N. Broadway,

St. Louis, April 18, 1892 }

To THE ST. LOUIS PHONOGRAPH CO., St. Louis,  
[ Mo. :

The great need of the business world is to find appliances which will reduce the amount of

mental and physical wear and tear to the minimum.

Men who are constantly engaged from morning until the late hours of night by the pressure of business, hail with delight any appliances that will reduce their labor. Heretofore the shorthand amanuensis and typewriter have greatly reduced the labor of working men, and the relief from nervous strain and the thralldom of the pen has been immense. It was thought that the employment of the shorthand amanuensis was the farthest step that could be taken in this direction, until the introduction of the phonograph. I have found, after two years' experience of its use, that the phonograph greatly lightens the burdens of my labor, and has enabled me to utilize my time with less nervous strain and less expenditure of nervous energy than could be done in any other way. I find that I can accomplish from one-third to one-half more work in a given time by the use of the phonograph than I could formerly accomplish by the use of a shorthand amanuensis, and at an outlay of considerably less nervous energy. While heretofore, from time to time, I have been compelled to work at night and frequently on Sundays in order to fulfill my obligations and accomplish my labor, I now find that I am enabled to perform all the duties of my arduous calling in the ordinary hours allotted to business. This relief is great—almost more than can be expressed.

The use of the phonograph in the business world is a practical thing, and I am satisfied that it will come more and more in use as people become acquainted with its availability.

The tendency of the age is to concentrate capital and labor into immense enterprises in this country. The consequence is that individuals at the head of the executive departments of such institutions find themselves loaded down with the immense burden of details requiring extensive correspondence and an immense amount of written instructions to subordinates. Men occupying such positions often break down on account of the nervous strain. Anything that will tend to reduce mental friction to the minimum must be hailed as a genuine blessing. The phonograph, I am satisfied, is the instrument by which this can be done, as coming years will demonstrate.

I take pleasure in adding my testimonial to the many which have emanated from other sources to the practical efficiency of the phonograph, and I look to its general introduction into the business world at no distant day.

FRANK E. NEVINS,

Official Stenographer Court House, St. Louis, Mo.



## Foreign Notes.

KAITANGATA, N. Z., April 19, 1892,

*Editor PHONOGRAM:* I am indebted to you for the information you gave me in connection with the phonograph. I think there is money here in the machine. Any person who will take the trouble to place them in the principal towns will get full value.

I note the managers of the Edison United Phonograph Co. expressed surprise when you told them there was a machine in Dunnellin. It was run by Mr. G. Kelly, who, by the way, afterwards visited us. He purchased the "rights" and the machine also from Messrs. Macmahon, the Australian managers, who have the Australian rights.

My mother happened to see the typewritten letter you sent me and she was mightily pleased. Her eyesight is not very good, but she managed to make out the typewritten letters with perfect ease. Typewriters seem to be in pretty general use with you. A few (I am afraid you will think us dreadfully behind the times) are used among the larger firms and in the General Post Office. They are also used in Wellington, but are far from common. A typewriter agent in this country would make barrels of money; it is a paradise for the phonograph and typewriter.

## Reading Notices.

We take pleasure in acknowledging the receipt of musical cylinders from Mr. August N. Sampson, general manager, New England Phonograph Co., Boston. The selections in most part are rare and the sound clear and loud. We were particularly pleased with the "Centennial March," introducing Old Hundred by Baldwin's cadet band, and also the comic song, "You Can't Think of Everything." Other selections sent are the songs, "With All Her Faults, I Love Her Still," by R. J. Jose; "The Willo' the Wisp," by J. W. Myers and Little Grotto Polka, by Cadet orchestra; clarinet solo "Home, Sweet Home," by Signor Benevante, clarinet soloist to the King of Holland and Grand Opera House, Paris.

*The Review of Reviews* fully carries out the purpose which it was intended to accomplish—that of storing up a great variety of material of the most interesting character in a condensed form. Its choice of matter is always good, *parce qu'il connaît son monde*, and just what will be acceptable. Mr. Holman, Senator Carlisle Governor Boies and Archbishop Ireland are now men at the front, and those are just the faces we wish to see.

## The Red Cross Knight.

A new journal with an old name. A goodly craft, taut and trim, sailing under an ancient flag, with a gallant commander and a loyal crew and the best of causes to fight for. Who would not toil and struggle under such conditions?

Dropping metaphor, we announce to the public that the name heading this article is that of a recent journalistic venture entered upon by that well-equipped writer, Dr. Frank M. Deems, so well-known in literary circles throughout the city and country.

Dr. Deems is an enthusiastic believer in the creed of this highly-respected organization, and, without doubt, will bring to its aid every weapon laid up in the well-stored armory of a mind strong by nature and stronger by art.

He is backed by an army of ten thousand spirits, banded and organized as the undying foes of the "principle of evil" and the helpers of the human race, sustainers of "whatsoever things are good, pure and lovely."

The rules and ceremonies of the celebrated Knights of Malta, so famous in history, have been followed by the modern order of that name here represented, wherever they could be applied to the needs of the present, and the object of the association is understood to be the conduct of a charitable society, ready to extend aid, both moral and pecuniary, to all who come within the range of their benevolent endeavors.

We know that Dr. Deems will prove a valiant knight in this service, and not only so, but most efficient in his capacity of editor. THE PHONOGRAM wishes him great success.

## Queries.

ST. JOSEPH, Mo., June 14, 1892.

*Editor PHONOGRAM:* Please inform me from whom I could secure a phonograph to operate in old Mexico, New Zealand and also in the Sandwich Islands.

What price do phonographs sell when sold in your territory?

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[*Answer.*—The countries named are within the territory of the Edison United Phonograph Co., Mills Building, New York City. They say: "We are not prepared to place machines on the market, therefore kindly advise your New Zealand correspondent that the country is not open for the introduction of the phonograph at present. The same reply can be made for Mexico and the Sandwich Islands. See list of territories where phonographs are sold; prices sent on request."



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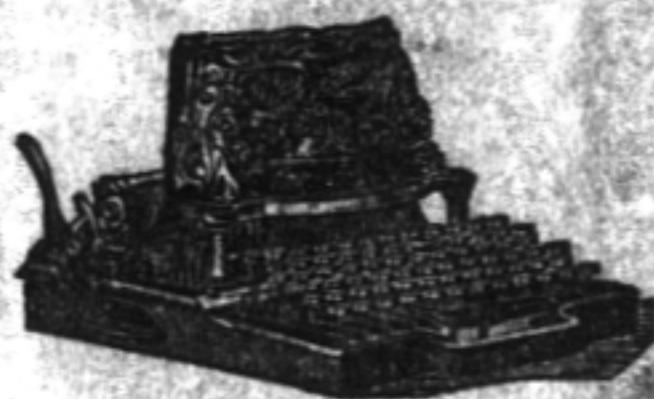
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